

# DISTRIBUTION & WAREHOUSING

FORMERLY  
**TRANSFER & STORAGE**

Vol. XXII, No. 2

U. P. C. Building, 129 W. 30th St.  
New York, N. Y.

February, 1923

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The steady growth of International fleets in the storage and transfer business indicates that owners find International construction and service completely satisfactory. The trucks are built for rugged work and they stand it well.

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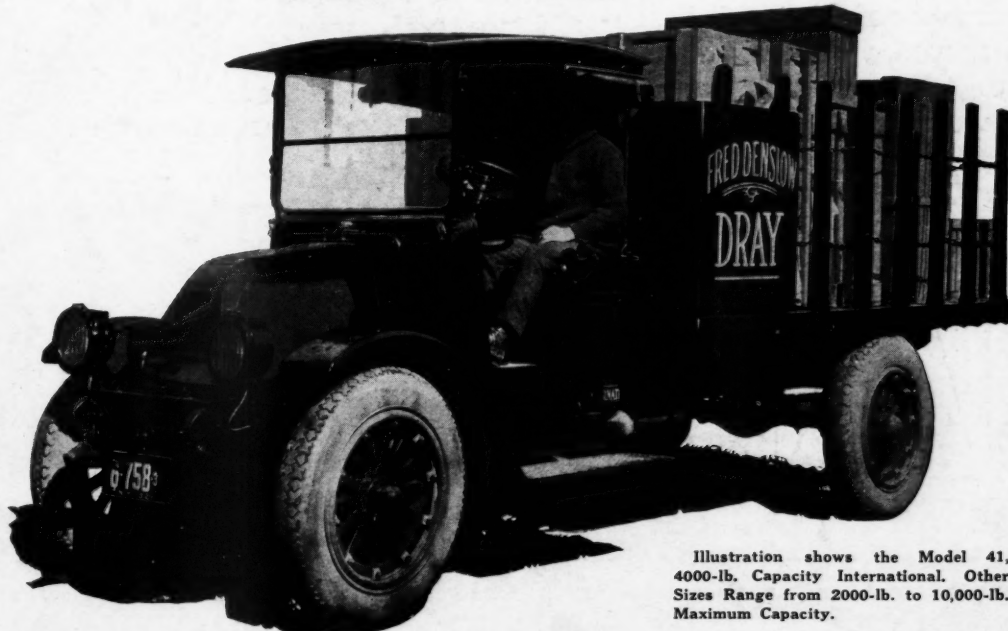


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**The Garford Motor Truck Company, Lima, Ohio**

Manufacturers of Motor Trucks 1 to 7½ Tons

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**W**HERE harbor tides meet continent-spanning rails, in the heart of New York, there the Trans-Continental Freight Company has its loading station.

Within two hours, by truck, from the farthest part of the metropolitan circle and within a few minutes from most points; roomy warehouses; efficient handling equipment; courteous treatment; such is the service offered by T-C-F.

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Dealers  
In Leading Cities



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LEADING  
MANUFACTURER OF  
ELECTRIC  
ROAD  
TRUCKS

*In his storage warehouse service Hebard, of Chicago, enjoys lowest hauling cost with the Walker Electric.*



# DISTRIBUTION & WAREHOUSING

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CHICAGO

446 Marquette Building

NEW YORK

44 Beaver Street

PITTSBURGH

437 Oliver Building

BOSTON

640 Old South Building

PHILADELPHIA

529 Drexel Building

ST. LOUIS

1537 Boatmen's Bank Bldg.

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517 Central Building

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64 Pine Street



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The proof of actual money saving is easily established by ascertaining the railroad rates and comparing them with the lower rates charged by the Judson Company.

"Saving" therefore is demonstrated before shipping and "Service" follows and is proven by the testimony of thousands of satisfied patrons, covering many years of performance.

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Write nearest of any of above named offices for information, which will be cheerfully and promptly furnished.

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Thru Bills of Lading issued to all parts of the world.

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## Always Good~Now Better than Ever

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**F**IRST it must be designed as a whole by experienced engineers according to modern truck practice.

Then, each individual unit must be correctly designed and built. Federal's plan of using specialized units, each made according to Federal specifications by the leader in its particular field, assures Federal owners of the best at lowest possible unit cost.

Then, these units must be combined into a well balanced whole by experienced truck workmen in a well equipped plant.

That Federal does these things well is evidenced by a 12 years record of success and by the sound financial position of the company.

The Federal line of 8 models is most complete.

Ask for folder S-9 describing the complete Federal line of chassis.



This big van does household moving in Schenectady, N. Y. It is a 3½ Ton Federal.

There is a chassis for every need, from the light, fast interurban express and heavier moving vans to powerful trucks for machinery moving.

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*Another*

**FEDERAL**

*"Means Another Satisfied User"*



*Caterpillars are made in sizes suitable  
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## Specifies Caterpillar tires on all new trucks

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"Just a few lines to let you know we are pleased with the results we have had with your Caterpillar tires.

"They not only give good traction but also good cushion which we must have on our vans for we handle nothing but pianos and furniture.

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\*Caterpillars are as nearly perfect as a truck tire has ever been made. They not only give the traction and cushioning which the truck needs but also the mileage which the owner wants.

Many makes of trucks may now be had equipped with \*Caterpillars at no additional cost. Specify them on YOUR next new truck and you will never regret it.

*\*U. S. Government tests show that cushion tires  
are 50% easier on roads than are solid tires.  
Caterpillars are an advanced type of cushion tire.*

## There is no Caterpillar Tire but the one that Kelly makes

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The Austin Company is prepared to build every type of warehouse or storage building in any part of the country. Examples of Austin performance will be found in the U. S. A. from Los Angeles, California, to Bridgeport, Connecticut, as well as in many foreign countries.

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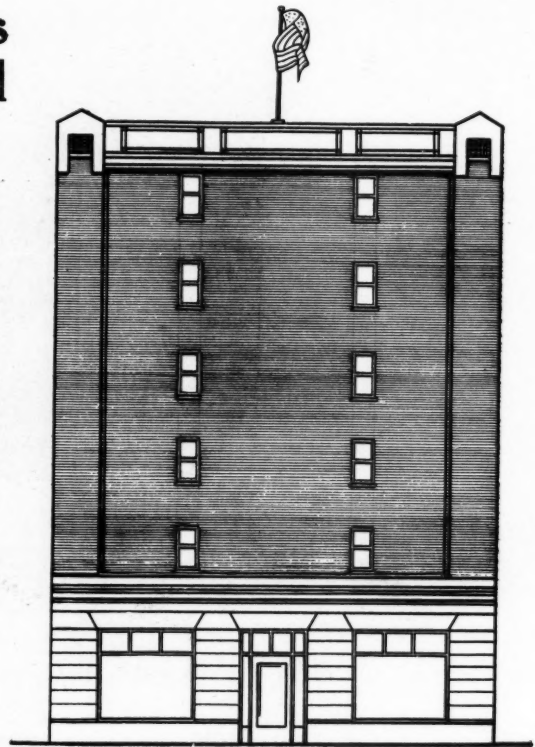
### THE AUSTIN COMPANY, Cleveland

#### Warehouse Engineers and Builders

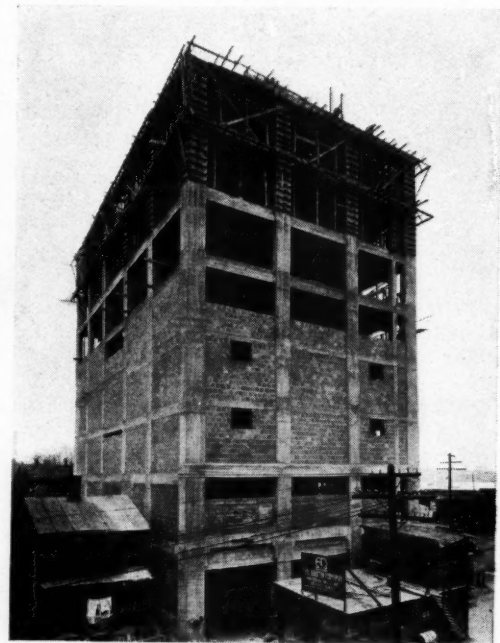
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PITTSBURGH.....Union Arcade Building  
PHILADELPHIA.....1026 Bulletin Bldg.  
NEW YORK.....217 Broadway  
DALLAS.....627 Linz Building  
ST. LOUIS.....1794 Arcade Building  
SEATTLE.....1603 L. C. Smith Building  
BIRMINGHAM.....1317 Jefferson Bank Building  
LOS ANGELES.....The Austin Company of California  
702 Pacific Electric Building



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Please send us a copy of the new "Austin"  
Book of Buildings, \_\_\_\_\_ length, \_\_\_\_\_ No. of  
We would also be pleased to re-  
ceive further information regard-  
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Individual \_\_\_\_\_  
Address \_\_\_\_\_



Front elevation of typical Warehouse Building.



Concrete storage warehouse constructed at Bridgeport, Conn., by The Austin Company

# AUSTIN

ENGINEERING BUILDING EQUIPMENT

# DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MAT-  
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PUBLISHED MONTHLY

OFFICE AT NEW YORK, NEW YORK.  
UNDER THE ACT OF MARCH 3, 1879.

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No. 2

## 1923 Business Campaign Outlined By N.F.W.A.

*Plans Point Way Toward Progress in Motor Truck Operation,  
Guarantee of Collections, Education of Public, Cooperation  
with Railroads, and a More General Study of Cost Accounting*

### Story of the New York Convention

By KENT B. STILES

THE National Furniture Warehousemen's Association held its most constructive and its largest convention on Jan. 17, 18 and 19 at the Pennsylvania Hotel in New York. The superlatives here are used advisedly as representative of the unanimous sentiment of the delegates who attended from nearly all the States and Canada and the District of Columbia. Just how constructive the meeting was may be judged from the following important developments:

1. The directors were authorized to investigate the long distance removals situation.
2. The committee on motor vans and moving equipment outlined plans for a survey looking toward adoption of a standard form for determining accurate truck operation costs with a view to fixing the adaptability of gasoline truck, electric vehicle and horse each in its respective field in warehousing.
3. The directors were authorized to work with a committee to determine whether the association should guar-

antee collections on shipments exchanged between members.

4. It was voted that the association should issue a pamphlet on the subject of pad impressions.

5. It was indicated that the book issued several years ago by the Illinois Furniture Warehousemen's Association on standard furniture packing would be revised by the N. F. W. A. and distributed anew.

6. It was decided that the N. F. W. A. should cooperate with the American Railway Association in a campaign against the acceptance of uncrated and unprotected shipments.

7. It was brought out by the cost accounting committee that the cooperation of the National Association of Cost Accountants has been invoked as an agency for distributing among N. F. W. A. members the fact that a universal system of cost accounting is available for their use.

A synopsis report of outstanding features of the New York convention follows:

ON Jan. 16, the day before the National's delegates met, the N. F. W. A. members attended the 25th anniversary convention of the New York Furniture Warehousemen's Association, also at the Pennsylvania Hotel.

F. L. Bateman, Chicago, president of the N. F. W. A., opened the National's meeting, the third semi-annual one, by reading his report. After paying tribute

to the New York association, Mr. Bateman declared that the three underlying factors in the National members' business of selling product and service were:

"First, to give satisfactory value.

"Second, to develop a satisfactory market.

"Third, to keep good-will."

"Perhaps," he continued, "some of us lack vision, perhaps some of us see too

far and overlook the more practical things at hand. Concerted action on any question means that our mental lenses must be adjusted to the common objective. . . . In the meantime, don't expect the Association to standardize everything into perfection. Get the best ideas the collective thought of these gatherings furnishes, give the best of your own thought and experience, then go home



and keep up good, old-fashioned, honest, red-blooded friendly competition."

After outlining the accomplishments of the various committees and of the secretary's office, Mr. Bateman announced that decision as to the successor of William H. Schaefer, recently resigned executive secretary, awaits the next regular meeting of the directors. He added:

"Among other questions your officers seek guidance upon is to learn what the members desire in the way of field work from the general office. If it shall be determined that a traveling or field secretary is wanted who is competent to counsel and advise members in their local operations, accounting methods in their offices, and other equally important matters, then a man of unusual capacity is desired. Concurrent with the question is the matter of financing such traveling operations from the Association budget, and to what extent the members might individually require his services in the survey of their own operations."

President Bateman urged widespread support of the association's official organ, *The Furniture Warehouseman*, which he said was "a clearing house for news and new ideas," and expressed appreciation of the cooperation of *Distribution & Warehousing* "in all that concerns the business of furniture warehousing," adding that "*Distribution & Warehousing* has a substantial circulation among traffic managers and others, who at times use the various branches of our members' service." Mr. Bateman concluded his report with this plea:

"Your Association derives its strength from its membership. If it shall continue to develop as a strong and potent factor for our guidance and welfare, your close relation to its affairs is imperative. Let me urge your continued interest in all that its work implies. Dedicate some of your time while at home to its thought and improvement. Inject yourself into its councils, talk about its relations to your home group and grow with it from year to year. It is worthy of your best thought and effort."

The report of Ralph J. Wood, Chicago, secretary, showed a membership of 612 companies, as compared with 584 at the Mackinac Island convention last July, and said the association aims to have 650 members by next summer. Mr. Wood deplored the apathy by some of the members in responding to questionnaires and commented that only a small proportion of the members were using the standard damaged report.

The report of James F. Keenan, Pittsburgh, treasurer, showed a cash balance of about \$44,000, out of which expenses of the New York convention are yet to be paid.

#### Divisional Conditions

**R**EPORTS by or on behalf of the four divisional vice-presidents were submitted, indicating generally favorable conditions within the industry and optimism as to the future.

William T. Bostwick, New York, eastern vice-president, described conditions

as fairly satisfactory, with 1923 promising to be a good year around New York. A happy note, he declared, was the absolute absence of labor troubles, and labor rates were virtually unchanged, while packing and shipping had suffered inroads due to the handling of long distance removals by non-warehousing truck interests. Mr. Bostwick mentioned as an event of note the organizing of the Connecticut Warehousemen's Association, which includes a number of N. F. W. A. members.

For the central division, S. C. Blackburn, Kansas City, vice-president, commented that the thirteen States in his division, "the breadbasket of the world," supplied 42 per cent of the National's membership and have six State and eleven local associations, the former including the Missouri and Michigan bodies as the most recently organized. Out of 240 warehouse companies in his division, Mr. Blackburn said, reports from 150 in 1922 as compared with 1921 showed that the business of 60 per cent was better, 20 per cent the same and 20 per cent poorer, but that almost all of the reporting members consider prospects good for 1923. In answer to the question, "To what extent are warehouses filled?", 10 per cent reported 50 per cent full; 5 per cent, 60 per cent; 10 per cent, 65 per cent; 10 per cent, 70 per cent; 30 per cent, 75 per cent; 20 per cent, 80 per cent; 10 per cent, 80 per cent; and 5 per cent, 98 per cent full. Fourteen companies opened new warehouses during the year, adding 375,000 sq. ft. of floor space, and twenty motor trucks, all of the 2-ton or 2½-ton capacity, were added to equipment. Mr. Blackburn reported the division almost entirely free from labor troubles.

W. Fred Richardson, Richmond, Va., southern vice-president, said an extensive survey had been made which showed that the potentiality of warehousing in the South was decidedly greater than in any other part of the country. He stressed the necessity for cooperation and higher standards of service in small towns as well as the cities. Long distance hauling was a problem of importance in his division, he said.

Reed Bekins, San Francisco, reported on behalf of the western vice-president, E. B. Gould, San Diego, who was absent. Mr. Bekins said conditions were good, with business increasing all along the Pacific Coast, new buildings being constructed and the men of the industry generally well satisfied with prospects. A telegram from Mr. Gould said southern California conditions were improving, with the labor supply scarce, but that business in the Northwest was unsound because of fruit losses.

Under legislative discussions one of the first problems considered was "Is a chattel mortgage necessary?" Walter C. Reid, New York, declared it was not a good practice for a warehouseman to take a chattel mortgage for goods in his plant. Charles R. Saul, New York, said it was not a desirable practice for a furniture warehouseman to loan money on goods in storage—"the warehouseman should not make himself a pawnbroker or

a loan shark in order to carry on his storage business," he declared.

#### Guaranteeing Collections

**O**NE of the most interesting discussions of the convention centered around the problem, placed on the program at the suggestion of George N. Winkler, Far Rockaway, N. Y., reading:

"Is it advisable for the Association to guarantee collections on shipments exchanged between members? If so, would it mean a larger business?"

President Bateman commented that the association has never guaranteed collections, yet there had never been a dollar lost; one or two complaints were now before the directors for adjustment. C. J. Neal, Cleveland, expressed opinion it would be a good thing for the association to give such guarantee, as it would place responsibility on the membership, lend tone to the association and raise the standard of methods, and it should be in the "Code of Ethics." Mr. Bateman said it would involve considerable departure from accepted practice, and W. L. Smith, Cincinnati, opposed the suggestion, declaring officers and directors could adjust complaints. Reed Bekins indorsed Mr. Neal's sentiments and declared the members could be bonded individually and suggested the idea be referred to the proper committee with a view to working something out. S. C. Blackburn questioned the advisability of the association going on record guaranteeing collections. Ralph J. Wood said there had been only six complaints in the association's history.

Summarizing the discussion President Bateman said that if the demand for guaranteeing existed, the directors should be asked to take it up and investigate the two phases involved, namely guaranteeing and bonding. On motion by Reed Bekins, the problem was referred to the proper committee with instructions to report back at the July convention.

"Can interest be charged on accounts in arrears for six months or longer?" was the next problem taken up. Thorne J. Moffett, Cleveland, stated it was the general rule not to charge interest, but that there was no legal objection to it; he suggested that if the practice was to be used the customer be told in advance. W. Lee Orcutt, St. Louis, said he charged interest after thirty days, the purpose being to stimulate payment of charges; the customer was told in advance—in the warehouse receipt, etc. Other members said it was their practice to charge interest.

#### National Advertising

**T**HE suggestion, discussed at the last Mackinac Island convention and there not acted upon finally, that the N. F. W. A. put on a national advertising campaign, came in for further lengthy consideration at the New York meeting. Summarizing the situation, President Bateman said the association was still in the position of considering without recommendation, adding that "there is

(Continued on page 10)



## N. F. W. A. Members Attend the New York Association's Banquet

Hotel Pennsylvania, Jan. 17, 1923



National Furniture Warehousemen's Association members from all parts of the United States and some from Canada joined with the New York Furniture Warehousemen's Association in the latter's 25th anniversary business meeting and banquet.

something there somewhere, and some day we'll discover what it is."

The subject was brought up in the form of the report of the publicity committee, Walter E. Sweeting, Philadelphia, chairman. After setting forth the *pro* and *con* arguments as developed at the Mackinac Island meeting, Mr. Sweeting said in part:

"It is not the purpose of your committee at this time to make any attempt to refute the position of the opponents. We are attempting to answer all criticisms clearly and logically in a series of letters dealing with the subject.

"It is the belief of your committee that time is a great revealer of truth, and that the accuracy or inaccuracy of the statements made about the effects of a national advertising campaign will in time come to be known by the membership at large. In other words, your committee believes that what is now needed is education, knowledge, and it is to this end that our efforts are directed. By 'education' we do not wish to be understood to mean propaganda.

"It is interesting to note that the experience of the N. F. W. A. in contemplating the possibilities of a national advertising campaign is not greatly different from that of many other organizations where the same idea has been proposed. In every case of which we have heard, there has been opposition. Much of the opposition has been based upon arguments similar to those advanced by our members. . . . Doubtless the decision of the majority, when it is finally made, will be the right decision and, by being more deliberate, will have united support of a greater percentage of our members. . . .

"Your committee reached the definite conclusion last spring that a national advertising campaign is for the best interests of the N. F. W. A. and is still of this firm conviction and believes that the quicker such a campaign is started, providing it receives whole-hearted support of the members, the better it will be for our association and our industry. We also believe that such a campaign should not be started prematurely and that, if started at a time when there is any real and considerable opposition, such action would be against the best interests of the organization.

"We, therefore, content ourselves with placing this matter before you, leaving it for such action as you now or hereafter may decide. We feel that under the circumstances we have done our duty when we have developed the facts. It is from these facts that you must reach your conclusions."

The convention once more heard a talk by Norwood Weaver of F. J. Ross & Co., Inc., formerly employed by the association in an advisory capacity. Mr. Weaver said he still believed that national advertising was a sound proposition for the N. F. W. A., but that he was not at the present time urging it for consideration.

"It must rest on the conviction of the majority," he said. "Wait until that conviction comes. If it is not in the mind and heart of every member, it can't be

put over. Time alone is going to spell the answer. Your industry has got to take its place on the battlefield of business. You've got to fight the fight yourself or fight it collectively. People are not interested in your association *per se*, but *are* interested in what you have to sell, if you can make them realize that it is something to their interest to buy. If you don't want to sell your service, I haven't another thing to say."

Corollary to this question was the question, "Would it be advisable for the association to employ the service of a paid public speaker to appear before luncheon, dinner and other clubs, social and business organizations, etc., to educate the public to the value of the services rendered by the members of this association?" General opinion was expressed that the idea possessed merit, but no definite action was taken.

This led to a suggestion by E. M. Bond, Nashville, that the N. F. W. A. have someone prepare advertising "copy" for local use, in street cars, on billboards, etc. Mr. Weaver expressed belief this could be done profitably, and Mr. Sweeting estimated it would cost about \$5,000 annually to do it. The cost not necessarily being assessed against the association as a whole.

#### Pad Impressions

THE report of S. C. Blackburn as chairman of the uniform methods committee was an introduction to discussions of the problems of pad impressions, moth prevention, forms, furniture packing, estimating methods, warehouse receipts, etc., handled by sub-committees.

"These committees will be calling upon you for ideas and copies of your forms," Mr. Blackburn said, "and I trust you will cooperate with them to the fullest extent. If each of you could see the mass of different forms used by the different companies and for the same purpose, which we collect when we attempt to standardize, you would begin to realize the necessity for standardization so far as possible. It would also be an incentive for you to check up your own forms and see if they could not be improved upon. . . .

"I have received a letter from one of our eastern members in which he said, 'We try checking our office forms every now and then with those of others from a legal standpoint, and we continually gain many suggestions worth while.' This is a practice by which I believe every warehouse company could profit."

Under this subject the first question discussed was "Should warehousemen assume responsibility for pad impression damage?" Arthur T. George, Philadelphia, declared the warehouseman has no right to take the business unless he is willing to shoulder such responsibility; it more than repays the warehouseman to have good cabinet makers to make certain that furniture is returned in good condition.

It was general opinion that something ought to be done to impress upon the customer that, even though the warehouseman is willing to accept responsibility for pad impressions, nevertheless

he may not actually have been responsible; it may be, as pointed out by James F. Keenan, that the fault lies with bad varnish or with climatic conditions. Mr. Keenan suggested that a pamphlet on this subject, for the information of patrons, be prepared by the association.

Indorsing this idea, S. C. Blackburn alluded to a talk which W. Lee Cotter, Mansfield, Ohio, once made before the American Warehousemen's Association, and Mr. Keenan suggested that Mr. Cotter be called upon to help in preparing the pamphlet. On motion by Mr. Blackburn it was decided to prepare the pamphlet, which will be distributed to N. F. W. A. members at cost.

Reporting as head of the standard forms sub-committee, Earl C. Iredale, Evanston, Ill., said this was a feature of the business causing real grievance, and he promised to present something concrete at the July convention.

#### Furniture Packing

UNDER discussion of standard furniture packing, J. L. McAuliff, Chicago, as chairman of the sub-committee having this subject in charge, alluded to the packing specifications booklet issued several years ago by the Illinois Furniture Warehousemen's Association; this would be a good document to work from by revising and correcting it, but it should be issued in loose-leaf form. President Bateman said the uniform methods committee had authority to do this work, and discussion indicated it would be undertaken.

In reply to the program problem, "What method should be employed in packing goods for storage or shipment at residence to guard against claim for missing articles?" Mr. McAuliff said that "only honesty of packers is all we use."

W. Fred Richardson explained his system for inventorying every article packed at the residence. Even pieces of crockery in barrels are listed. A progressive series of records is kept, in triplicate, and the customer is charged for the work.

The problem was discussed "Is there any way to arrive at a standard percentage of profit to be added to the cost price of materials for universal use among our members?" This was essentially a cost accounting proposition, President Bateman declared. W. R. Wood, New York, explained the system worked out by the New York Furniture Warehousemen's Association some time ago. As an example, he said, if the warehouseman buys lumber at 8 cents a foot, 100 per cent, or 8 cents, should be added for sundry costs, and 25 per cent, or 4 cents, should then be added as profit, making 20 cents in all.

Buell G. Miller, Philadelphia, reporting as membership committee chairman, commenting on the association's hope to have 650 members by next July, urged concentration on small towns where the N. F. W. A. is not now represented, rather than on cities where members have already been obtained.

#### Freight Claims

DISCUSSION following the report of David Bowes, Chicago, as chairman of



## Wonder What an N. F. W. A. Prexy Thinks About?

(Cartoon by Leo Joseph Roche of art staff of Class Journal Co.)



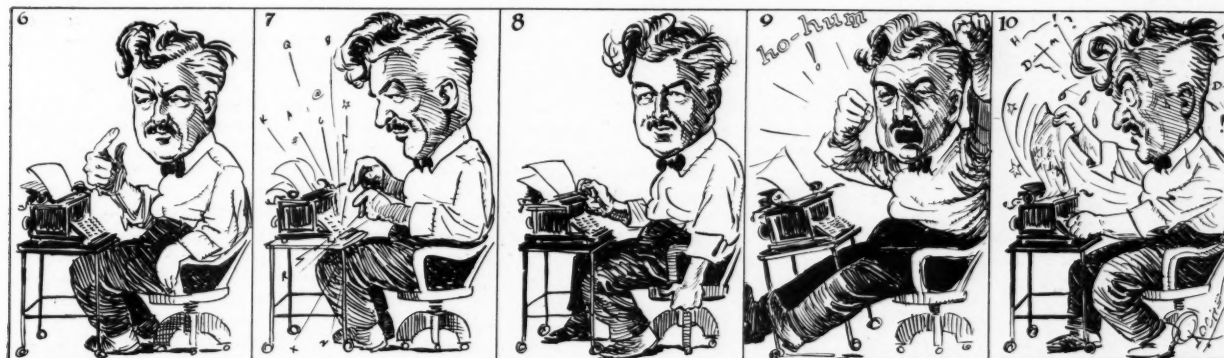
Darn it I gotta prepare some kind of a speech for that New York convention. Those birds'll expect me to say something snappy on account I'm their president. If I could only orate like Dan Bray! Lady Muse, de-scend!

What'll I tell 'em? Charley Morris used to have a good line of gab when he had this job! What's new I can tell 'em that they haven't already heard from him? He said it all! Wonder if he'd write somp'n if I asked him?

Say, how in heck do yuh work a typewriter? The guy who invented this machine oughta be drawn and quartered. Looks like I got this sheet of paper in O.K.—where's the do-dud-dle contraption that makes it move along?

Where in thunder is that letter "I"? That letter's going to be used frequent, I can see that. It'll make the speech more dignified. I'd use my stenog. on this job but I can't think and dictate at the same time!

Well, now, let's see-e-e-e. "Gentlemen of the N.F.W.A., we—" No, that'll never do. "Ladies and gentlemen of the N.F.W.A."—Mrs. B. would call me hard if I forgot the ladies. Well, what do I say next?



Gosh but this finger's getting tender! Wonder if a fellow's supposed to use his thumbs? Why'n heck don't they arrange the letters alphabetically? "P" and "Q" are adjoining letters—they ought to be close together! No sense!

Well, I'm started! Ralph Wood might at least have tipped me off what's going to be on the program. How's he expect me to make a speech when I don't even know what's going to be talked about? He's one ripe tomato!

I s'pose I oughta compliment the New York bunch on their birthday celebration. Hope I don't say somp'n that gets the Chicago crowd sore at me. This being president is no cinch, buh-lieve me. Never again for Floyd L.!

Ho-hum! Hope the Pennsylvania Hotel management is liberal-minded. Of course, it won't be anything like at Mackinac. Still, when that bunch once gets started—\* \* \* @ @ !!! I'll have to have a long talk with the boys. I guess.

Aw, I can't write a speech! I'll have my stenog. dig out an old "Furniture Warehouse-man" and revamp Charley Morris's Big-win talk with a bunch of new adjectives out of the dictionary. Hope they re-elect me President next July!

(Mr. Roche offers condolences to Clare Briggs, N. Y. Tribune)

Here is one of the cartoons which appeared in the "N. F. W. A. News," the illustrated newspaper published daily by DISTRIBUTION & WAREHOUSING while the New York convention was in progress

the committee on traffic, led to a co-operative movement with the American Railway Association to the end that freight claims arising out of household goods shipments by rail may be reduced.

Mr. Bowes in his report referred to the A. R. A.'s general requirements for packing household goods and said his committee asked N. F. W. A. members the question, "Have you derived any benefits from the packing requirements of the railroads?" In the majority of cases the answer was "Yes," he said, although some replies were in the negative. In response to other questions, some members said the requirements had enabled them to secure business in solicitation against "outsiders whose only aim is

to get packing jobs regardless of the interests of the customer." A majority of the members believed the requirements were calculated to help them, Mr. Bowes had found upon inquiry. Mr. Bowes continued:

"The question remains as to whether it is not possible for all members—particularly those who are in competition with non-association warehousemen—to utilize these published packing regulations without waiting for any further action or developments to get prospective shippers to realize the advantage of having their goods properly packed.

"In our investigation we have been in close touch with the American Railway Association, freight claim division, which

covers about 98 per cent of all the railroads of the country. The representatives of this organization have expressed a sincere desire to cooperate with warehousemen. The purpose of this cooperation is not only to reduce the damage to furniture while in the railroads' hands but also by that accomplishment to increase the tonnage of our particular commodity, which of course would mean increased revenue for both warehousemen and railroads."

Mr. Bowes alluded to the N. F. W. A. standard damage report and commended that Secretary Wood had informed him that only seventy-seven had been filed up to Dec. 31. The committee had found, the speaker said, that the reports "were



apparently not relished" by some members. Urging more general use of the form, Mr. Bowes explained:

"This question is closely allied with that of claims for damages to household goods shipped by rail. The railroads by their statistics show that the percentage of loss in the transportation of this commodity is very high in proportion to the revenue derived therefrom. The railroads, however, have no means of determining what proportion of the claims are on goods which have been packed by association members.

"If the association damage report form were used uniformly and regularly, it is believed that the result would show that the losses sustained by the railroads on goods packed by our members are away below the average shown in the statistics. With this fact established to the satisfaction of the carriers it might pave the way for recognition on the part of the railroads in their freight charges or in the Classification; or, at any rate, it might lead the railroads to a stricter observance of their own rules which would shut out the unfair competition to which our members are now subjected.

"In view of the importance of this matter it is recommended that this subject be carried over to the next annual meeting for further consideration, by which time it is hoped that the use of this form of damage report will have established its value, or, if not, it might then be determined to abandon it entirely."

The committee in its report went on to discuss prepayment of freight charges, delays in mailing shipping papers, responsibility of warehousemen in connection with pooled cars, bad order notations on bills of lading, shipping vs. selling household goods, etc., the report expressing opinions in replies to various questions which had been received from members.

An instructive and constructive talk, illustrated with lantern slides, was given by A. W. Luhrs, an engineer identified with the freight claim division of the A. R. A., on "Efficiency in Crate Construction." So much interest did this create that it was arranged that the talk should be reproduced, with illustrations, in a future issue of *The Furniture Warehouseman*.

A. L. Green, present as a special representative of the A. R. A., announced in a talk that the A. R. A.'s committee on freight claim prevention plans to devote one month of this year to a concentrated effort to improve the packing of household goods and their handling by the carriers.

#### Cooperation Invited

**S**UGGESTIONS for successful prosecution of this campaign were invited. Mr. Green told the delegates, and should be addressed to Lewis Pilcher, the committee's secretary, at 431 South Dearborn Street, Chicago.

"It is realized," Mr. Green continued, "that if each of the 25,000 or more local freight agents would pay strict attention to the condition of such shipments when tendered for transportation a great num-

ber would be refused for lack of proper protection.

"One of our tasks will be to arouse the interest of these men to the end that the obviously bad risks will not be accepted, and all prospective shippers will be informed of the way in which their goods should be put up.

"If your association has a method of reporting to your secretary all damage claims, an analysis of the reports probably would aid in reducing some kinds of damage and indicate where changes in packing and crating methods would be desirable. Please feel free to call on us at any time when you think we can be of any assistance in solving your loss and damage problems."

The question, "Are railroads accepting household goods without crating?" was discussed and Mr. Green said he desired to know how extensive was this practice, as it would be something to take up during the month's campaign.

This led to statements by some members that they would not handle a car where goods were not properly packed. Charles S. Morris, New York, in a talk on the subject, said the Classification does not arbitrarily say that goods will not be accepted when not properly packed, the decision being left with local freight agents, who often tell the people that uncrated goods, except mirrors and sewing machines, will be accepted. Mr. Morris urged warehousemen not to handle unprotected goods, as damage suits might result—"it will blench the structure of our industry," he said.

George Kindermann, New York, urged that it be made an N. F. W. A. policy not to accept unprotected goods for shipment by rail, and suggested that a pamphlet be published by the association designed to inform the public to that effect.

Mr. Green here urged the members to send in suggestions as to changes wanted in the Classification, together with information as to specific instances of totally uncrated and unprotected shipments.

"Immense losses are caused by indifference and negligence, and this reacts against your business," he said. "The American Railway Association is a voluntary organization only and has no control over the railroads, but we do want to take this situation up with the individual freight claim prevention officials."

Grant Wayne, New York, moved it be the sense of the convention that members do not handle unprotected shipments, and this was adopted. S. C. Blackburn urged the delegates to report instances to freight claim agents and to steamship agents also. It was brought out clearly that the association's action was not mandatory upon the members. Mr. Green asked that a copy of the minutes be sent to him for use in connection with planning the month's campaign.

In his formal talk Mr. Green gave some statistics of interest to the household goods warehouse industry, as follows:

"Claims paid on household goods constituted 1.5 per cent of the entire claim

expense in 1921, aggregating \$1,471,702, of which \$906,530, or 62 per cent, was on less than carloads, and \$565,172, or 38 per cent, on carload shipments. For the year 1922 it is estimated such claims will amount to \$743,204, a reduction of 50 per cent. Only a mere fraction of such claims, about 2 per cent, or \$10,000, was caused by fire, marine or wreck casualties; hence it is clear that a large part of the remainder could have been avoided.

"The major causes as shown by the classified reports of loss and damage furnished by the railway companies each month are 'rough handling of cars' and 'unlocated damage,' which together account for claims amounting to \$355,400, or 64 per cent of all. The use of defective equipment for household goods in 1922 cost \$7,698, or 1.3 per cent of the total. Summarized, 86.2 per cent of these claims covers damage, 13.4 per cent shortage of package or their contents, and 0.4 per cent delay.

"I have been unable to secure much data concerning the number of claims in relation to the number of shipments or the ratio of claims paid to revenue. A tabulation of 5000 claims made by a large road a few years ago developed that a great majority of the claims were on l. c. l. shipments, that the average claim was \$9.60, 95 per cent being under \$25; but 5 per cent which exceeded \$25 carried 35 per cent of the money. Another road handled 17,507 carloads of household goods in 1920, 9793 in 1921, and 6008 in 1922. Claims paid in 1921 aggregated \$25,796, representing an average expense of \$2.63 per car and 4.5 per cent of the revenue, while in 1922 \$16,038 was paid, consuming 4.6 per cent of the earnings and averaging \$2.67 per carload.

"Typical figures for l. c. l. shipments could not be obtained in time for this meeting and it seems doubtful whether any per shipment or similar comparisons are available. It is the general opinion, however, that there is relatively more trouble with small shipments than with carlots; also that damage on goods that are well packed by professional packers is a comparatively small item."

At this point in the convention the reports and discussions on long distance removals and moving equipment were on the program. These are covered on pages 20, 21 and 22.

#### Cost Accounting

**I**T is the aim of the cost accounting committee, William T. Bostwick, chairman, said in his report, to bring about universal adoption by the members of the system already approved by the N. F. W. A.

There were two lines of procedure which suggested themselves to the committee—one to select a cost accounting firm as the N. F. W. A.'s official representative; the other the distribution of information relative to the N. F. W. A. system through the National Association of Cost Accountants.

The first method presented difficulties, Mr. Bostwick said, explaining that

"many warehousemen have their own particular cost accountants and would not permit a strange concern to step into their plants," while "natural professional jealousies" among cost accounting concerns might cause such companies not selected "to attack our system and to pick out every possible flaw in it, with the result that we might lose more than we could possibly accomplish." Thus the second plan is the one the committee followed and Mr. Bostwick said:

"The scheme is not only practicable but feasible. It means the selection of an executive secretary whose knowledge of cost accounting and salesmanship shall be such that he can sell the system to our own members. This method of distribution of information would be comparatively inexpensive to the association and would provide the use of the system for the members at a slight or nominal cost."

Mr. Bostwick said the plan was before the N. F. W. A. directors for consideration and that the directors "are not only interested but awake to the necessities of the situation. The convention voted to carry out the committee's plans."

The base rate table for household goods room storage was explained to the convention by Melvin Bekins, Omaha, along the line of an article on that subject "By an Omaha Bekins" in the December, 1922, issue of *Distribution & Warehousing*. Alluding to motor car storage, Mr. Bekins advocated that the handling charge should be equivalent to half a month's storage charge per car. Under this general discussion the following problem was presented:

"Should storage charges be based on the load or by the cubic foot?"

Melvin Bekins said it was the opinion of the rate committee, of which he is vice-chairman, that the charges be on the cubic foot basis. In response to a question eighteen members present indicated they were charging on the load basis. S. C. Blackburn said that if all of a warehouseman's trucks were the same size it would be practical to charge by the load; otherwise it was deceiving the public to charge on the load basis.

Ralph J. Wood made an urgent plea for employing the cubic foot basis—"if the State takes over control of your industry you have something scientific to show the officials," he said.

Discussion of the household goods base rate table brought out that all the Los Angeles members and nearly all the Pacific Coast members were using it. S. C. Blackburn urged the local associations throughout the country ought to see that their members use the table, and President Bateman requested Mr. Blackburn to place the day's discussion of this subject before the local associations.

#### Labor Conditions

RELATIONS between employers and labor were touched upon in a report by P. J. Mills, Des Moines, as chairman of the committee on labor. Citing the experiences of tailors and other industrial groups Mr. Mills said in part:

"The suggestions and general informa-

tion on the labor situation and conditions in the United States are made a part of this report, because, as employers of labor, our members are affected more or less when other employers are affected. The shortage of labor in some industries is evidence that there is a demand for their products that they are unable to supply without additional help.

"This in itself would indicate that while prosperity may not have arrived as yet for all of us, it is certainly on its way. It therefore behooves us, whose line of business is slow, to be prepared by having the necessary facilities and be prepared to go."

"The American plan, or open shop, has been steadily increasing for several years. Whether this has been due to general depression or antipathy to union methods it is hard to tell. In our association your committee has no knowledge of any member who has espoused the open shop and then gone back to unionism. Those of our members who in the past year have changed from union to non-unionism have expressed themselves as well satisfied with the new state of affairs and have stated that under no consideration would they revert to the original condition."

Of the shortage of labor existing in certain centers, the report said:

"Our business is spread all over the country and is mostly non-union. Your chairman sees no reason why your class of labor may not be equalized by sending men from the cities and towns to a State where there is a shortage. This could be done, especially with young, unmarried men. It would simply be a matter of transportation, which would not result in serious expense within the boundaries of any State."

Charles S. Morris expressed opinion that employers themselves were to a large extent responsible for arrogance by workmen. He added:

"Sooner or later we will pay the penalty for bad habits we have acquired. We had a serious strike in our industry a few years ago. After a bitter struggle we won. But at the end of that strike most of the men who had taken part in it went back to their old jobs. And they became just as arrogant as they were before. The reason for this attitude on the part of our packers, chauffeurs, drivers and other employees can be found in the limited supply of trained men."

"This is due to the fact that when a man comes to us asking for employment we inquire where he has been engaged before. If he has not had previous experience in our business we tell him that he is of no use to us. We arbitrarily refuse to employ men who have not been previously engaged in the trade."

"We should constantly bring new men into our business and inject new blood."

"There are many men who have no knowledge of packing but who are still willing and who can be taught within a few months. By sticking to older men we encourage others who are honest and are anxious to do the work."

Walter C. Gilbert, New York, as chairman of the insurance committee, pre-

sented proposals which he said would mean substantial savings for warehousemen on various forms of insurance.

#### Entertainment

THEATER and card parties, dancing and sightseeing trips around New York were provided for the out-of-town delegates, including many women folks, this entertainment being provided by the New York association, with a supper and dance financed by the New Jersey Furniture Warehousemen's Association.

On the night of Jan. 17 the New York body held its anniversary banquet, attended by the N. F. W. A. delegates. On the night of Jan. 19 the National held its own banquet, which was addressed by Royal S. Copeland, New York City's health commissioner and now United States Senator-elect from New York.

During the convention *Distribution & Warehousing* published a daily four-page illustrated newspaper, the first of the five issues being a special edition in honor of the New York association's birthday. Cartoons and serious and humorous texts filled the pages, which were contributed to by various delegates. The publishing of the daily was made possible through co-operation extended by the N. F. W. A., President Bateman appointing in advance a special committee comprising Walter E. Sweeting, Philadelphia, president of the Pennsylvania Furniture Warehousemen's Association, and William T. Bostwick, secretary of the New York association and president of the New Jersey association. After the convention a complete set of the five issues was mailed to every N. F. W. A. member not represented at New York.

On Jan. 21 the delegates en route Westward and homeward were met at Philadelphia by local warehousemen who are members of the Pennsylvania organization and taken to the top of the 500-foot tower of Philadelphia City Hall for a view of the city; then to Independence Hall to see the Liberty Bell and other relics; to the Betsy Ross house, through Fairmount Park, luncheon at a hotel, to the League Island Navy Yard, where aircraft shops, hangars and vessels were inspected, the visitors enjoying many unusual privileges obtained for them by Harry T. Baxter, chairman of the Bureau of City Properties and a former warehouseman. In the evening the delegates were entertained at a hotel dinner, preceded by music by the daughters of George W. Flynn of the Judson Freight Forwarding Co., St. Louis; by George H. Borst, a Philadelphia warehouseman, and by H. L. O'Brien. Following the dinner, Mr. Baxter presented to Secretary Wood on behalf of the association a gavel made of wood taken from a stairway recently repaired at Independence Hall. Acknowledgment was made by Mr. Wood and by Daniel P. Bray, Alderman-orator-warehouseman of Kansas City, and there was singing by Mrs. D. V. Murdoch of Pittsburgh and Mr. Borst.

At Washington on the 22d the visitors were the guests of local storage executives. They were taken through the

(Concluded on page 46)



# New York State Would Monopolize Workmen's Compensation Insurance

## "Shall the State Engage in Private Enterprise?"

**A**N attempt in any State to enact legislation under which would be provided a State fund insurance to cover workmen's compensation is of interest to all warehousemen in the country, because such enactment might conceivably lead to passage of similar statutory powers in other States.

The fact that such insurance legislation is now proposed in New York State was called to the attention of the National Furniture Warehousemen's Association, at the organization's New York convention in January, by Robert M. Ferguson of New York, manager of the eastern de-

partment of the Security Mutual Casualty Co.

The situation narrows down to the question, "Shall the State engage in private enterprise?", Mr. Ferguson told the delegates, adding that enactment of certain proposed bills would mean virtually State operation of public warehouses.

F. L. Bateman, Chicago, president of the N. F. W. A., suggested to Charles S. Morris, newly-elected president of the New York Furniture Warehousemen's Association, that the situation be brought to the attention of the New York organization at its next monthly meeting.

**T**HE joint Legislative committee on housing, commonly known as the Lockwood committee, in a report presented to the New York Legislature on Jan. 16 recommended enactment of a law giving the State Fund a monopoly of workmen's compensation insurance, the report saying in part:

"It is estimated that upward of \$40,000,000 was paid for workmen's compensation insurance in the State of New York in the year 1920, of which about \$30,000,000 went to the stock companies.

### Claims Savings Would Be Made

"The total losses paid by reason of industrial accidents were millions less. Were the premiums adjusted to the actual loss there would be a saving of upward of \$10,000,000 on the same volume of business. It is obvious that such a reduction would redound to the benefit of either the employer or the workmen, that it would lessen proportionately the expense of construction and eventually benefit the public in that the reduction in the cost of construction would be reflected in the rents demanded for dwelling space.

### "Unfair Competition"

"Although the State of New York maintains a State Fund, that fund is brought into sharp and unfair competition with the private companies in the insurance field. In this competition the State Fund is hopelessly handicapped."

The report states that when the Legislature made compulsory the compensatory insurance of workmen it should have provided the means of insurance on the lowest possible terms consistent with the welfare of the workmen so as to make the burden upon industry as light as justice would permit. It was pointed out that the private companies fought the State Fund so that the former

were permitted to continue in the field in competition with the State Fund.

### Business Is Opposed

Various bills have been introduced in the Legislature under the provisions of which all employers in New York State would be compelled to insure in the State Fund. Under the present law the employer may secure compensation to his employees by exercising his choice of insuring in a stock company; a mutual company, by insurance in the State Fund, or by self-insurance with personal security.

Insurance and the business interests generally are vigorously opposing enactment of the several measures. Insurance brokers have been meeting in New York and there have been conferences of business men in Buffalo and elsewhere.

### Governor's Attitude

Governor Smith in his first message to the Legislature recommended changes in the benefits and in the administration of the workmen's compensation law. According to a letter sent by Mr. Ferguson to warehousemen - clients and others, these changes would have the effect of increasing the cost of such insurance.

"There has also been introduced in the Legislature," Mr. Ferguson wrote, "a bill prohibiting private competition for workmen's compensation insurance by the elimination of both stock and mutual companies, and the creation of a monopoly for the insurance fund operated by the State.

"The passage of a bill eliminating competition deprives you of the right to select your insurance carrier as may seem in your own best interest. The administration of State insurance will be in the hands of political party in power at the time. I think you will agree that public operation has never proven as suc-

cessful as private and competitively conducted business.

"There has existed in New York State since 1914 a State Fund which charges rates 14 per cent lower than those approved for stock and mutual companies, and yet the State Fund has only been able to secure a relatively small portion of the employers as policyholders in that institution, and many policyholders after having tried the State Fund have dropped it in favor of stock or mutual companies as being more efficient.

### Past Report Unfavorable

"In 1919 an investigation by order of the Legislature was made of the New York State Fund. The report was very unfavorable to the methods of the State Fund. If this condition existed under a competitive plan, it is certainly reasonable to assume that the service would further determine if the operation of the State Fund was exclusive. I do not believe the State of New York is ready to deprive the employer of the right of choice in the purchase of his insurance. When the State of New York goes as far as to create a monopoly in insurance for a State operated department, the first step is being taken toward the creation of a monopoly in other lines of industry which may very quickly affect your own particular class of business.

### Ferguson Asks Aid

"While you may be opposed to the radical plan proposed, mere opposition will not assist in defeating the proposed law. May we ask you, therefore, if you will not very promptly write, wire or otherwise get in touch with your Senator or your representative in the Legislature, expressing your opposition to the elimination of competition in insurance, and the creation of a monopoly thereof for the State?"



# Railway Association Will Consider Restoration of L. C. L. Records

## *A Suggestion From National Distributors*

**F**OLLOWING out action which the National Distributors' Association took at its convention in Cleveland last December, H. D. Burnham, vice-president of the Central Oil & Gas Stove Co., Gardner, Mass., a member company of the traffic managers' organization, visited New York on Jan. 20 and again on Jan. 23 for conferences with representatives of the American Railway Association

with relation to the situation relating to less than carload lot tracing.

Mr. Burnham indicated subsequently that the transportation division of the American Railway Association seemed sympathetic to the attitude of the shippers, as set forth by him at the conferences, and that the division promised an inquiry and a report in due time.

**T**HE problem is one involving restoration of records, by the railroads, at junction points. At the N. D. A. convention Mr. Burnham, in an address on the subject, expressed opinion that both warehousemen and shippers were interested in having the carriers restore such records in order to facilitate the tracing of less-than-carload shipments. He cited difficulties his company had experienced along this line.

The association's president, John Simon, manager branch distribution, Keystone Steel & Wire Co., Peoria, Ill., appointed a special "L. c. l. tracer committee"—Mr. Burnham, chairman; Eugene Wallace, traffic manager, Kellogg Toasted Corn Flake Co., Battle Creek, Mich., and Ralph A. Hull of the Pompeian Co., Cleveland. Neither Mr. Wallace nor Mr. Hull was able to attend the two New York conferences with officials of the American Railway Association.

The A. R. A. representatives conceded that there was "meat in the kernel" of the position taken by the shippers' association. In assuring that an inquiry and a report would be put through, it

was made clear that, although such a report might be favorable to the traffic managers, all the A. R. A. committee could do would be to recommend to the railroads that the l. c. l. tracer service be re-established. The shippers, however, are hopeful that a positive recommendation would not be without effect on the carriers.

### *Too Many Tracers*

One question which came up during the New York conference was the abuse which a great many shippers make of the tracing bureau, the point being made that very many times the firm to whom freight was consigned started a tracer at the point of shipment; the consignor himself would then start a tracer; and then along would come a traveling agent of the railroad over which the goods were moving and a third tracer would be put through. Many times, it was pointed out, there would be from two to six tracers out on the same shipment.

It was brought out also that many shippers start tracers as soon as goods have left the factory, and this practice,

the A. R. A. officials said, was a great abuse of the tracing bureau. Mr. Burnham stressed that there should be restrictions made by the transportation companies in this respect. He conceded that, except in some special emergency, a shipment should have sufficient time to reach destination before a tracer was asked for.

The A. R. A. representatives made the point that they could tell now approximately into what car or cars a certain shipment was transferred at a junction, but when Mr. Burnham asked them if they could be certain as to just which one of a half a dozen cars a particular shipment had been placed, they were ready to admit that this could not be done under the present system.

It was explained to Mr. Burnham that it would cost the railroads a good many thousand dollars to re-establish their transfer records. In reply to this, Mr. Burnham pressed home that a great deal of time and expense were now being put in by the carriers in tracing these l. c. l. shipments—and usually, he stated, without results.

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## **A Shipper Used More Warehouses—**

### **Result:**

#### **STEADILY INCREASING SALES!**

*How a manufacturing company's traffic manager doubled the number of public storage plants he was using—and how this led profitably to distribution of his products in new territory, will be told—*

**In the March Issue of**

**DISTRIBUTION & WAREHOUSING**

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# Observations in Warehouse Practices\*

## Some Thoughts on Cost Finding

By ANSON M. TITUS,

Cost Accountant, Quincy Market Cold Storage & Warehouse Co., Boston

FOR a number of years past as we have gathered in annual convention considerable attention has been given to the question of cost finding. Methods and results have been presented to you in such quantities that, even if you have not seen the wisdom of doing cost finding on your own account, you have undoubtedly taken advantage of the works of others, and used their results as a foundation for your judgment in the conduct of business.

A short time after I had completed my schooling and had gone to work I was assigned a task by my employer, and in my experience I asked for information as to how I should proceed. The boss, who was an impulsive man, not given to explanations and detail, told me to "use your own judgment." I did, and the next day when he called for the results everything was wrong. You can imagine

the scene—a youngster bawled out by the boss. My defense was "You told me to use my judgment." The boss' rejoinder was "Your judgment is not worth a d—."

I had had very limited experience; no one had told me how to proceed, and you know what my judgment was worth. So to you who have not had the experience of cost finding, and also to you who have drunk its depths, I present these observations, not from motives of pure philanthropy but in the hopes of preventing wild guesswork and securing intelligent competition.

I have always favored the picture method of making explanations, and this is nothing new, for the rest of the human race favors it also. An index hand shows you the right road much more quickly and intelligently than a white signboard of words. Let us use this method in warehousing.

OUR company handles an account of shoe polish which comes to us in carload lots and we deliver this in small consignments as the salesman in the district make sales. In many cases the purchaser sends his own truck to our warehouse to get the packages and our delivery work consists in taking these cartons, which weigh about 38 pounds each, from the warehouse pile and placing them on the sill of the door.

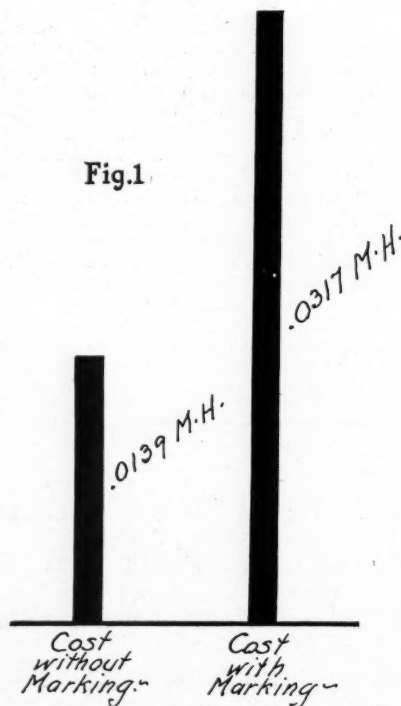
We have compiled our costs on this operation covering several thousands of these cartons and the average is .0139 man-hours per carton. Let us draw a line representing .0139 man-hours, which we can do to any scale we choose, and for convenience I will draw it thus: [Fig. 1].

It also happens that many of these cartons of polish are sold to purchasers who do not call for their packages, and we are required to mark them with the purchaser's name and address in addition to delivering them at the sill of the door for the express company to take away, and we have compiled our costs in turn on this double operation also covering several thousand cartons and find the average is .0317 man-hours per carton. We draw another line alongside the first and to the same scale and see how they compare. The result is obvious and the extra length of the second line is all marking cost.

Having the picture before us we will do a little arithmetic and convert the marking cost into cents.

Subtracting	.0317
	.0139
	—
	.0178
Man-hours marking	
cost per carton.	

Fig. 1



Computing at 40 cents per hour, plus 125% overhead, plus 10% profit, gives 1 3/4 cents marking cost per package.

And yet I have had a warehouseman tell me that it does not cost any extra to stencil a name on a package as it passes along for delivery.

Question: How many warehouses make

a charge for marking?

Our own Terms and Conditions call for only one cent per package, with a minimum charge of ten cents per consignment.

There is one class of business that sooner or later gets into every warehouse, perhaps in varying degree, but it is there just the same, and it has not received the attention it deserves from those afflicted with its presence.

If you meet an acquaintance and ask him, "How are things going?" he will start in to tell you about the big things he is doing. He is ready and primed on Big Business—but he has nothing to say about the Small Business that may be drawing away his very life blood and leading him upon the rocks of disaster.

These reflections are directed toward the small lots of merchandise that find their way into the keeping of the warehouseman who, if he thinks about them at all, declares them to be of trivial consequence—packages that can be tucked away in some unused corner at no added expense, and thus afford accommodation to a possible customer who may have Big Business at some future time.

The reasoning is all right but it should be charged to advertising and not warehousing!

So let us take a few minutes for study of the problems connected with small lots and I. P. D. (individual package delivery).

When small lots get into a warehouse infrequently, their presence does not create much of a commotion. The condition is like that of a dog with a single flea—the dog does not mind it very much. But when the dog becomes infested with the whole flea family he does considerable scratching.

\*Paper read on Mr. Titus's behalf by Chester B. Carruth, secretary Massachusetts Warehousemen's Association, at Cleveland convention of American Warehousemen's Association.

3882 LOTS

548 LOTS

917 LOTS

Fig. 2

2417 LOTS WITH TEN PACKAGES OR LESS

One of the Quincy Market warehouses is so situated that it caters to a class of trade requiring small sized lots, and a picture of its business may be of interest. During one calendar year there were 3,882 lots of goods [Fig. 2] that went into this warehouse, and of this number—

Only 548 were entitled to our lot unit or bulk rate—

And—

2417 lots had ten packages or less in them!

This illustration will bring forcibly to your attention why we were obliged to make a special study of the cost of small lots, and I am glad to show you the results of some of these investigations.

One of the feeders for this class of business is the unclaimed freight from a local railroad, and the packages we get are a conglomerate mixture of about everything that ever gets into a warehouse—barrels of oil, cases of canned goods, cash registers, machinery, law books, plumbing supplies, hair tonic, soap, and so on down through the list. And they come in such quantities that we do not have enough of those useless out-of-the-way corners to receive them and we are obliged to set apart a large section of our regular floor space for their accommodation.

Every package in this section must be accessible for delivery, so frequent aisles into the pile space are necessary. Full height of pile is a rarity; furthermore, the movement is apt to be rapid except for the few stragglers that come under the auctioneer's hammer, all of which conditions give us the opportunity to study the fundamentals of the small lot.

I have reproduced from a photograph this picture [Fig. 3] taken in our small lot space, that you may appreciate what small lot business does to your warehouse space if you get it in quantity.

I have surveyed this space a number of times, making note of the floor space occupied, the number of packages, their weight, etc., and my totals show a floor

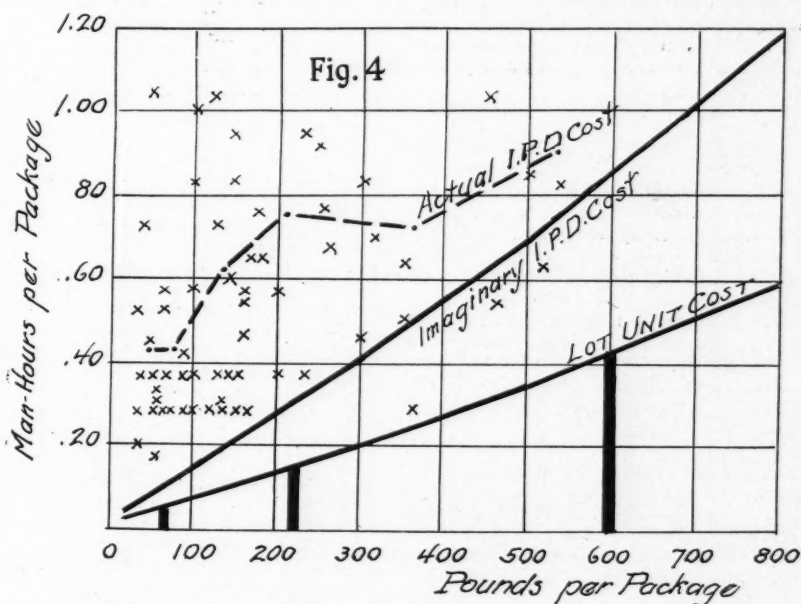
load ranging from 51 to 60 pounds per square foot. I have then repeated my survey and estimated the number of additional packages that could be put in the honeycomb caused by deliveries, and with these additions I can see a possible floor load ranging from 66 to 75 pounds per square foot.

As the great majority of these packages are of high density commodities, do we not get a rough index of the disparity between lot unit storage and small

along the bottom I have written figures at each intersection indicating the weights of individual packages, and along the vertical left hand line are placed figures representing the man-hour cost per package for warehouse handling.

(Please bear in mind that our costs in these studies are in hours of labor and not dollars and cents. The conversion of hours of labor into dollars and cents is a problem for each one of you separately, as wage rates and overhead vary, but the man hours of productive labor for similar work will remain reasonably constant.)

For our starting point we go back to our tests on large lots, bulk lots, lot unit lots. We select cases of paper weighing about 600 pounds and find that the cost of handling each case in and out of the warehouse is 45/100 of a man hour. Then on our picture we draw a vertical line at the point marked 600 pounds per package with its length equal



lot storage when we compare these floor loads with the allowable 250 pounds per square foot, about 4 to 1?

Without dwelling longer on storage, we will investigate what happens in handling. I will not endeavor to explain to you how we obtain our handling data. It is sufficient to tell you that from its inception we have been closely identified with the American Warehousemen's Association in its methods of cost finding, and our procedure is substantially that given to you in its reports and broadcast by the Central Bureau Committee. It is the results that we have obtained that I wish to emphasize at this time.

You undoubtedly noticed in our picture of the I. P. D. lots that cases and boxes greatly outnumbered any other kind of a package. In consequence we have found out a great deal more about cases than other packages, so I am giving you a picture of case handling costs, this time a little more elaborately than in my previous picture. I have drawn out these squares as guide lines [Fig. 4], and

to .45 man hour as indicated by our scale.

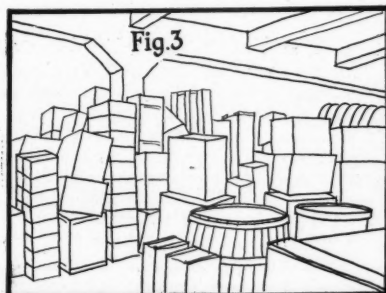
Similarly cases of rubber weighing 225 pounds with a cost of 15/100 man hours and canned vegetables weighing 70 pounds with a man-hour cost of 5/100 man hours.

We could go through the whole list of high density commodities in cases, but these three will serve to illustrate.

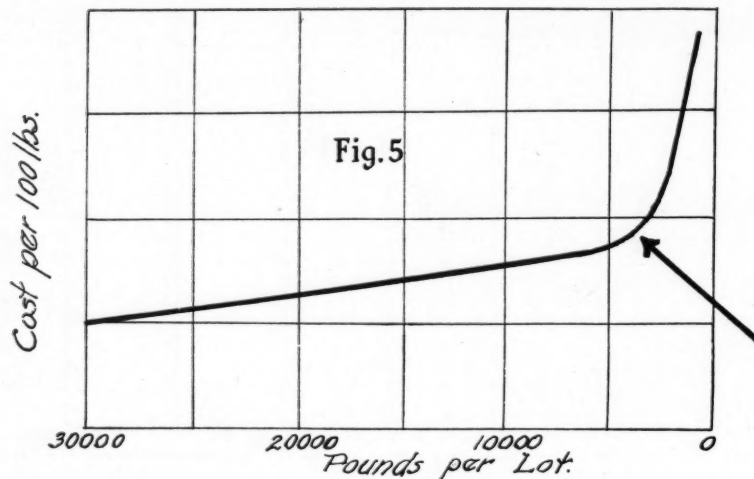
Then through the upper point of these cost lines we draw a smooth curve, which is our cost picture of cases in large lots.

An interesting feature of this picture is that it enables us to obtain the handling cost of other size packages than those on which we have abundant data. By drawing an imaginary line from any selected weight to the point vertically above it on the curve, we determine the handling cost for that size.

We are now studying small lots and I. P. D. It has been customary to double the bulk cost and call it I. P. D. cost, so if we draw another line every point of which is double the distance from our







base line, so that the corresponding point is in our large lot line, we have an imaginary picture for I. P. D. costs.

Now we will refer to our actual tests on the cost of handling single lot packages, and we find:

One Case of	Wt., Lb.	Man Hours
Soap	60	.32
Sardines	96	.41
Shellac	220	.94
Cloth	500	.83

These we indicate by a cross in its proper position on the chart, which we notice is higher up and above the imaginary line we drew for I. P. D. costs, which means that the cost of handling single cases is *more than double* that when handled in large quantities. We will put down a few more crosses, each from an actual test without enumerating the details, and with very few exceptions they are far above our I. P. D. line.

If we divide these tests into weight groups and find an average for each group we can plot an Actual Cost Line which we now show. Note its relative position to our imaginary I. P. D. line. Take these costs and work them out mathematically, and we have a table showing the cost over and above our large lot costs as follows:

Up to 60 lb.	12.07 times
61 to 100 lb.	7.87 times
101 to 150 lb.	6.47 times
151 to 250 lb.	4.68 times
251 to 450 lb.	3.25 times
451 to 600 lb.	2.78 times

Notice that these factors decrease as the weights of the packages increase, and when we arrive at the large cases, weighing from 450 to 600 pounds, we have approached reasonably close to our imaginary factor of two which has governed our rates in the past.

All of our small lots are not of a single package, however, and it is reasonable to suppose that as the size of the lot increases the cost per package decreases. I will not lead you through a detailed analysis of the 2, 3, 4, 5 or 6 package lots, etc., but will ask you to look at it from a slightly different angle.

I have taken several hundred of our lots, varying from one to ten cases each, and computed the factor of actual cost above our large lot costs for similar packages with the following results:

Cases in Lot	
1	7.02 times large lot cost
2	5.01 " " " "
3	3.57 " " " "
4	3.25 " " " "
5	2.67 " " " "
6	4.21 " " " "
7	2.82 " " " "
8	2.78 " " " "
9	3.02 " " " "
10	2.84 " " " "
Average	3.71

This shows generally a decrease as the number of packages increases, but to make the result practicable we take an average of these factors, which is 3.71. This average on sizes of the lots does not give us a true figure. It should be rather on the general run of business and, as more than one-half of the small lots offered are of either 1, 2 or 3 packages, an average of all individual lots offered will give the relative importance of the smaller lots their true bearing.

A figure computed on this basis gives a grand average factor of 4.49. Which ever way you may take it the result is obvious.

Recall the figures I gave a few moments ago on the storage costs and compare with those for handling. In both cases we have roughly the evidence that lots of 10 packages and less cost the warehouseman four times as much per package as large lots.

These figures are based solely on commodities in cases. On no other kind of package did we have wide range of sizes and weights necessary to make the analytical study. Apparently small lot business inclines to the wooden box as a container, but we do get goods in barrels and bales occasionally. The bag is a very rare article. The barrels and bales are usually of the larger dimensions, and if we compare these tests with those for the larger cases we find about the same factor prevailing in each case. You remember the factor for the larger cases was less than the four of our grand average, but was greater than the two of customary practice. The same thing holds good for barrels and bales, and this is accounted for by the fact that a single large package in itself is a larger lot than a single small package.

I have a little girl at home who likes stories and one of her favorites is about the Three Bears. You remember them—

the Great Bear, the Middle Size Bear and the Teeny Weeny Bear. And you also remember that whenever any trouble occurred it was because of the Teeny Weeny Bear.

Now let the warehouseman tell his story. He has great Big Lots, Middle Sized Lots and Teeny Weeny Lots and—the *Teeny Weeny Lots* cause trouble, particularly with the cash balance.

What I have tried to emphasize is that the warehouseman who only doubles his large lot rate when taking small lots is *not getting enough*.

You may ask at this point, "What happens to the lots that come between the Big and the Teeny Weeny Lots?"

Without going into detail one picture [Fig. 5] will show you the relationship.

Starting with the cost for a lot unit, or 30,000 pounds of a given commodity, and representing this value by a line one space high, we find that the cost for each 100 pounds gradually increases as the size of the lot decreases. When a quantity about 1/10 of the lot unit is reached, a violent upward turn comes. Up to this point an average of 50 per cent covers the increased cost, but beyond it we have the small lots about which we have been talking.

In order that you may visualize the small lot and recognize it on its arrival at the warehouse, think of the sharp break at 3000 pounds. That is only a ton and a half, a load for a small truck. So when you find a small one-horse express wagon backed up to your door with some goods for your care, just "Watch out."

There is another phase in the storage of goods that has proved very deceptive to the warehouseman, and this has to do with the density of the packages.

What is this density? Take a piece of iron and put it in water. It will sink. Take a piece of wood of exactly the same size and shape and put it in water. It will float. Why the difference in results? The particles that make up the piece of iron are very closely compressed; there are no voids in it; we say it is very heavy. The block of wood is of a porous nature; its fibers are not closely compressed; it has pores or open places in its structure; we say it is light. This relative heaviness or lightness of objects of similar size and shape is their density, and it is a factor the warehouseman cannot afford to ignore.

The warehouseman of years gone by used to charge a price per ton, regardless of the nature of the goods. He was all right as long as the price was high enough to cover the extreme cases, but he was more apt to take the average for a year, so many tons for so many dollars, not realizing he was losing money on some of the goods he handled and charging more than he ought to on others. He did not know it, but some of his competitors found it out and took away the low price business with a cut rate and left the Old Fellow with the high price business which he could not afford to handle, even at the average rate.

So let us examine this peculiar condition that confronts warehousemen.

In order that you may thoroughly appreciate the meaning of density from a warehouse standpoint I have drawn this picture. [Fig. 6.]

The standard warehouse is constructed to support a load of 250 pounds on each and every square foot of storage space, so if we have a commodity which when piled to the standard height of eight and one-third feet gives a floor load of exactly 250 pounds we have the ideal warehouse condition.

It is readily seen that this means a density of 30 pounds for every cubic foot of commodity in pile. This condition I have illustrated by the figure marked Standard Pile. If perchance the nature of the commodity is such that our allowable floor load of 250 pounds is attained before the standard pile height is reached we have in warehouse terms a High Density Commodity.

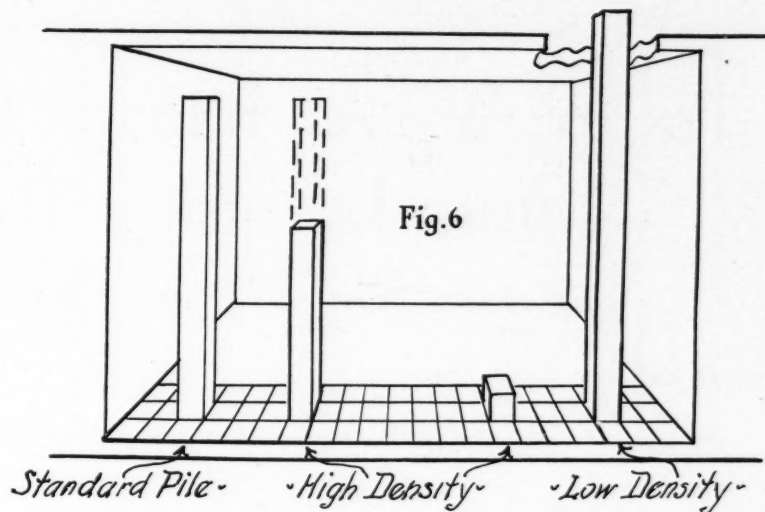
It so happens that the great majority of commodities received in a warehouse can be stored away with pile height limits between 7 feet and 8 1/3 feet, giving a floor load of 250 pounds.

Some commodities however come outside these limits. Metal ingots is an example. They give the allowable 250 pound floor load with a pile of scarcely one foot. It is evident that if piled to a greater height the load would be excessive and might reach a point when the floor construction would be ruptured.

On the other hand a commodity could be of such nature that an excessive pile height would be necessary to attain a floor load of 250 pounds. Prepared cereals of the nature of corn flakes is an example. Such piling would be impracticable, as the distance between floors is fixed and we have to be content with a floor load less than 250 pounds. Commodities of this nature we term Low Density Commodities.

In other words a high density commodity is one weighing 30 pounds or more per cubic foot; a low density commodity is one weighing less than 30 pounds per cubic foot.

From this illustration it can be seen that the storage charge must be based on the amount of space occupied or



rendered unavailable for other uses. Light density goods are penalized because they can not use the floor strength to its full capacity. High density goods are penalized because they render useless a certain amount of storage space.

An analysis of the handling costs in regard to density gives us some interesting information. Corn meal costs about \$1.25 per ton to handle in and out from the warehouse. Corn flakes, a different preparation of the same substance, costs twice as much. The reason for it is the difference in density.

Wool is a commodity that gives interesting comparisons. Australian wool provides as good an example of varying density as we can get. Originally this is placed in bales of comparatively low density to be shipped from the ranch where it is raised. On reaching the seaport for shipment it is placed in a press, wool and covering and all, and compressed into a much smaller package and bound with iron bands. This is done to save space in the steamer. On reaching this country the bands are cut and the package allowed to swell back to its former dimensions.

But the warehouseman may get it

in either condition, which gives him two different densities for exactly the same commodity.

The South Americans ship their wool in close compact bales. Opposite to them are the English, who have an idea that the fiber of their wool is damaged if closely compressed and they send their wool in loosely pressed sheets and squares. On the extreme is our own domestic scoured wool, which is contained in light fluffy bags. From these we take examples to form our picture.

	Lb. per Cu. Ft.	M.H. per 100 Lb.
South American.....	27.5	.050
Australian, bands off....	15.7	.091
Domestic, scoured.....	4.46	.164

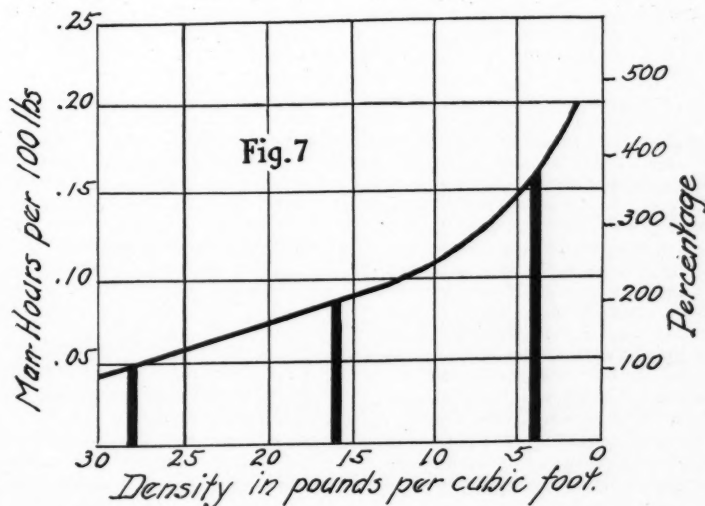
Placing this information in picture form [Fig. 7] we have a base line divided according to scale representing density; i. e., pounds per cubic foot.

From the proper points we draw vertical lines representing the man-hour cost of handling per 100 pounds of each kind of wool. Notice this time that our costs are for each 100 pounds and not for each package, as we wish to make our comparisons on weights. Through the upper ends of these lines we draw a smooth curve. This is a true picture on the varying densities of wools and, as the vertical distance from any point on our base line to the corresponding point on the curve represents the cost for that particular density, it is readily seen that the more light and fluffy the wool the more it costs to handle each 100 pounds. Conversely the more closely it is compacted in the package the less it costs per 100 pounds.

It would be somewhat tedious to make a picture of density costs for all commodities because very few have a variable density like wool and also because different kinds of packages have different costs.

For instance, cases of paper, cases of phonographs, and cases of boots and shoes, all have greater costs per 100 pounds than the corresponding densities in wool and we find on picturing them that their curve does not coincide but is parallel with the wool curve.

Similarly we find other combinations  
(Concluded on page 31)



# N. F. W. A. Plans to Control Long Distance Removals By Motor Truck

**Campaign Is Outlined to Prevent "Outside Interests" from  
Getting the Cream of Inter-City Business of  
Transporting Household Goods**

**I**N a scientific way and on an economic basis the furniture warehouse industry of the country will undertake to get its share of long distance moving of household goods by motor truck—business which is certain to be developed by "outside interests" unless warehousing steps in with a definite and practical plan.

Such a definite program has been mapped out, and will be followed by the National Furniture Warehousemen's Association, comprising more than 600 household goods storage companies.

At the N. F. W. A. convention in New York, Jan. 16 to 20, it was the consensus of opinion that long distance removals by motor truck constituted good business to go after as a profit-making venture, providing an arrangement could be worked out which would assure equitable tariffs. It was the general opinion that the time has come when the public is showing a preference for having household furniture transported by motor truck, rather than by rail, when removed from one city to another—and that if warehousing as an industry does not meet that public preference, other truck-owning interests will.

The program for warehousing to get this class of business was outlined in a comprehensive report submitted at the New York convention by a special committee on long distance removals—headed by W. Lee Cotter, controlling

the Cotter warehouses of Ohio—which has been analyzing this situation in recent months. Five specific recommendations by the Cotter committee will be the basis of the National's coming program, as follows:

"First, That our association encourage and assist districts where it is legally possible to formulate tariffs and help members work out a plan of cooperative sales effort.

"Second, That it recommend that, insofar as possible, the warehousemen of each district confine their activities to their own territory.

"Third, That our association have a committee to study and gather statistics and information on the type and design of truck best suited to the inter-city long distance removal service.

"Fourth, That our cost accounting committee gather figures and information from various members on the cost of long distance moving and distribute this information to the membership throughout the year.

"Fifth, That we submit the inter-city long distance removal sales problem to a sales promotion agency, that it may be analyzed, and a plan recommended and published for our members. If possible a slogan should be adopted that can be carried on every truck belonging to the members of our association."

**T**HE importance of this long distance removals problem to the furniture storage industry was clearly brought out in the Cotter report and in subsequent discussion. To quote from the Cotter document:

"Our association cannot afford to overlook the future possibilities of this branch of our industry. Moving from one city to another by the modern motor van has the strongest popular appeal of anything we have to offer, and the economic factors are really worth while.

"It is true that the development of this method of moving will greatly reduce our packing business and may tend to decrease our volume of storage; nevertheless it is a problem for our association, whether the business is to be developed by warehousemen interested in storage, packing and shipping only, by like companies also interested in city and inter-city removals, or by some new development.

"We owe a duty to the public which in-

cludes the moving of household furniture from one point to another. People have been taught to depend on us for the

## THE PROBLEM:

**S**HALL the household goods storage executive allow "outside interests" to conduct long distance removals by motor truck and thereby take away much of his packing profits?—or shall the warehouseman recognize now that the truck is an economic factor in inter-city furniture moving and undertake in a cooperative way to handle this class of business?

That is the problem before the National Furniture Warehousemen's Association. How that organization, with more than 600 member companies, purposes to handle it is told in this article.

proper removal and storage or protection for transportation, and for transportation advice when shipped by rail. If motor transportation is to supplant part of the present rail movement, we must accept our responsibility. To do this intelligently, a survey should be made, and your committee urges that to have a useful survey it must be made by districts."

It is not the plan, Mr. Cotter pointed out in later discussion, for the National to arrange with any existing long distance transfer company to carry on the members' removals, but for all operating to be done on a co-operative basis among the association's member companies.

## Enter the "Pay Load"

**H**OW may this be worked out satisfactorily and profitably? The answer to this question was developed in the discussion, and in this connection the warehousemen were urged by Mr. Cotter to abandon the familiar term "return



load" and substitute "pay load" therefor.

As visualized by various speakers, the plan would be worked out about like this:

The warehouseman in San Francisco would have a load going to Sacramento. He would notify an N. F. W. A. member in Sacramento. The Sacramento member would arrange for a return load for that truck—preferably household goods, but merchandise if a furniture load could not be obtained.

The shipping warehouseman in San Francisco would get his full rate and profit on the load moving to Sacramento. On the load coming back to San Francisco, the San Francisco warehouseman would get 60 per cent and the Sacramento warehouseman would get 40 per cent.

Under this system the removals would be exclusively within the control of warehouse interests. Both the San Francisco warehouseman and his fellow N. F. W. A. correspondent in Sacramento would make a profit. Each load would be on the pay load basis—bringing a remunerative profit on the return from Sacramento as well as on the original load from San Francisco. And on the return from Sacramento the rate to the customer would be the same as charged on the load originating in San Francisco. In time the public would be educated not to expect a lower rate on what has been known as the "return load."

It was recognized, in the discussions, that in order to develop such a system it would be necessary to furnish ample volume of goods. This volume would be stimulated by the fact that the warehouseman arranging for the "return load" would know that he would get a 40 per cent share of the revenue on that load—without any truck depreciation incurring against himself, inasmuch as the goods would be moved in the truck of the warehouseman making up the original load.

A number of the speakers declared that such an arrangement was an equitable one for the warehouseman arranging for the returning "pay load." Several delegates said they would be willing to pay the 40 per cent commission as outlined.

The San Francisco-Sacramento example is one based on fact. Reed Bekins, manager Bekins Fireproof Storage, San Francisco, brought out that California warehousemen are to a large extent already working under such an arrangement—successfully and with profit. He warned that "outside interests" would get control of long distance removals of household goods unless the warehousemen prepared to meet the situation and accommodate themselves to it, and his thoughts were echoed by other storage executives present.

It was brought out that in St. Louis the local Furniture Movers' Association has organized a transit company, with W. Lee Orcutt, president General Warehousing Co. and an N. F. W. A. director, as president, for the purpose of getting long distance removals for its members. Mr. Orcutt urged warehousemen in other

cities to organize similar companies. The transit company, headed by Mr. Orcutt, is a corporation and serves as a brokerage office to arrange for loads.

#### Economic Factors

MR. COTTER, in his formal report, set forth what his committee believed should constitute economic factors for a survey in any district. These factors are:

"Highway and Traffic: (1) Road conditions. (2) Length of haul. (3) Direction of traffic. (4) Volume of traffic analyzed. (5) Regulation by State and Federal laws. (6) Present cost of franchise or estimate of future cost.

"Vehicle Design: (1) Four wheels—entire load carried on truck. (2) Six wheels—part of load carried on motor driven equipment. (3) Power driven truck and four-wheeled trailer. (4)

### TRUCK LOAD LIMIT IN QUEBEC

A WARNING to American warehousemen that a Quebec Province highway law will go into effect on May 1 limiting loads to 10,000 pounds, truck weight included, was voiced to the N. F. W. A. members by J. B. Baillargeon, Montreal, president of the Canadian Storage & Transfermen's Association.

This law will mean, Mr. Baillargeon said, that warehousemen operating in Quebec will have to provide new rolling stock.

The tendency all over Canada is toward making five tons the maximum weight, he declared.

Weight and distribution. (5) Power, gear ratio and speed. (6) Tires and traction. (7) Braking. (8) Capacity requirement. (9) Body size and design.

"Cost Factors: (1) Length of haul. (2) Time of loading and unloading. (3) Lost time from lack of volume. (4) Percentage of pay load miles. (5) Type of road construction—curves, grades, etc. (6) Distance from control station.

"Sales Policy: (1) Competition with (a) railroads and electric lines; (b) warehouses; (c) inexperienced truckers. (2) Cooperation with (a) railroads and electric lines; (b) warehouses; (c) customers, to eliminate inexperienced, unreliable and unfair competition.

"Service: (1) Responsibility. (2) Properly designed equipment—dust proof vans. (3) Fully padded furniture. (4) Careful and courteous workmen. (5) Lowest possible price allowing a fair profit."

#### Territorial Conditions

THE Cotter Committee in preparing its report made an inquiry into long distance removal conditions in various

territories. These may be summarized as follows:

In New York, Philadelphia and Washington, packing business has been reduced about 40 per cent. Some warehousemen are handling inter-city removals, but the business has not been found profitable "on account of a low percentage of pay load miles."

In Pittsburgh the warehousemen have lost a large volume of packing and shipping, much of the inter-city removals having been taken over "by the newcomer and the irresponsible."

In Cleveland the warehousemen have been handling a fair volume of inter-city removals, the chief competitors being interests which do business below cost. From Cleveland came a recommendation from W. R. Thomas, vice-president Lincoln Fireproof Storage Co., that long distance removal tariffs should be published by warehousemen in Cleveland, Toledo, Detroit, Columbus, Pittsburgh and Buffalo, and that "all warehousemen should cooperate to cut out the low price return load quotations to increase the pay load miles."

In Detroit, in order that the pay load mile "may be increased to the highest possible point of efficiency," the warehousemen are planning to pay one another from 30 to 50 per cent commission for "return loads," and the newly-organized Michigan Warehousemen's Association hopes to get permission to publish a tariff.

In Chicago the Illinois Furniture Warehousemen's Association has formulated a plan to publish a tariff on long distance removals.

In Louisville the warehousemen are frankly discouraging long distance moving by motor truck. Pay loads both ways are difficult to get. George Straeffer, president Safety Transfer & Storage Co., wrote: "If it were possible, through the association, to arrange for pay loads each way, it would go a long way toward solving the problem."

On the Pacific Coast the warehousemen were the first group to formulate a tariff and the exchange-plan of providing business is working satisfactorily.

#### Tariffs

AS to publishing tariffs, the Cotter committee states that these must be formulated and published "so that an arrangement for interchange of business may be entered into," the committee adding: "It might be possible to use a plan such as that followed by the railroads when turning business from one road to another."

On the committee with Mr. Cotter are David Murdoch, Pittsburgh, vice-chairman, and, eastern district—Charles D. Strang, Brooklyn; Louis Schramm, New York; Walter E. Sweeting, Philadelphia; Buell G. Miller, Philadelphia; Joseph W. Glenn, Buffalo; central district—K. A. Warner; H. C. Schroeder; Frank Stacey, Cincinnati; Julian Gibson, St. Louis; Arthur Leonard, Detroit; western district—Reed Bekins, San Francisco; J. H. Meldrim, Los Angeles; F. L. Allen, Los

Angeles; W. A. Hicks, Daniel Bekins, Seattle.

#### Equipment Survey Urged

**R**IGHT in line with the Cotter committee's fourth recommendation—that the association create a committee to study and gather statistics and information relating to types and designs of trucks best suited to inter-city moving—a report was submitted to the New York convention by the committee on motor vans and moving equipment, comprising Robert B. Coddington, manager Hebard Storage Warehouses, Chicago, chairman; Arthur George, Philadelphia; R. B. Harder, Chicago; and Harry Knox, Akron. The committee presented two recommendations:

"1. That this association appropriate a certain sum of money, not to exceed \$2,000, for the purpose of retaining a firm of cost accountants who will make a survey for us, and as a result of this survey will draw up and furnish standard forms for accurate costs and operating data.

"2. That our executive and field secretary, after securing all information from this committee, work in conjunction with the accountants retained and compile the results of their findings that they may be available for any and all members of the association."

The committee offered these recommendations, it said, in view of facts found that:

1. Losses are sustained by the furniture storage industry as a whole through misapplication of motor vehicle equipment.

2. There would be added profits through correction of the misapplications.

3. Tests along this line have been made by the Massachusetts Institute of Technology.

4. Other industries have thus effected savings.

5. The American Railway Express Co. has had wide experience along this line.

6. One of the leading department stores of Chicago has brought in findings of similar character.

7. A number of N. F. W. A. members have available, for investigators, experiences with electric and gas trucks and horse drawn equipment.

#### "Proper Selection"

**I**T was not the purpose of this committee's report to recommend the gas or electric truck or the horse, but "to point the way toward the proper means of selection of the various types of motor vans and moving equipment which are best suited to the various applications and conditions as experienced by the members" of the N. F. W. A. The committee commented:

"Our association has spent a great deal of time and expended considerable effort on the subject of motor vans and delivery equipment and in previous years has investigated thoroughly the cost of operating gasoline trucks. This information is available to all members.

"However, little has been said or done as to the proper applications and the relative merits of the three forms of delivery, i. e., horse, electric and gasoline.

"We feel, in view of the study which has been placed on this subject and the information that is available as to what other associations have done along this line, that we may profit by the experience of other industries.

"The general use of all three forms of delivery for a great many years has established definitely the fact that every one of these forms has a fixed field of practical operation in any delivery system. The object of this committee, then, is to point out the most logical method of determining what place each particular method of delivery has in our systems.

"There is little question that the wrong selection and the wrong application of vehicles is costing our industry a great sum every day and a tremendous loss every year. This sum should be added to the profit to which we are justly entitled. We believe that there is some definite method by which we can arrive at the proper solution of this problem and by which we can determine the most practical and economical form of delivery for every application.

"In previous reports submitted to this association we have heard much concerning gasoline and horse and very little concerning electric delivery. For that reason we deal very briefly on the subject of horses and gasoline trucks and devote the major portion of this report to the practicability of electric truck delivery.

"It is almost unnecessary to say that the effective operating field of the horse is limited. Still, in that field the horse is sometimes the most satisfactory and economical form of delivery. This is particularly true in small cities where the mileage is short and stabling is cheaper than it is in the larger cities. It is also advisable, in most cases, to use horses where roads are soft and a high rate of speed is not required.

"In like manner it is essential in a great many cases, where speed is a requisite and distances are great, to use the gasoline truck in spite of the known high cost of operating.

"Insofar as the electric truck is concerned we are told by many users, as well as by the electric van men, that there is a particularly large field of operation between the limited field of the horse and the extended field of the gasoline truck where it is not only more practical to use the electric truck but also, in many cases, it is more economical than any other form of delivery. Because of the strength of these claims for the electric this committee has devoted considerable time in making an investigation that might shed some light on this question."

The committee stated it had put its problem up to a firm of cost accounting specialists and that the committee approved the firm's suggested course of procedure, as follows:

1. That typical warehouses in eight or ten representative cities be visited.

2. That an analysis be made of trucking conditions in those cities, together with an investigation of cost keeping methods.

3. That, from the results obtained, a standard uniform cost finding plan be outlined, which would be particularly applicable to furniture warehousing, such a plan to include detailed cost data sheets and methods of daily report, so that the warehousemen may determine (a) the effective field for each of the three types of delivery; (b) the comparative costs of the three types; (c) the relative value of the various makes of vehicles and batteries as used by warehousemen; and (d) ways and means of cutting costs not only by proper application but also by proper maintenance.

The N. F. W. A. directors will take up the recommendations of the Cotter and Coddington committees with a view to carrying them out.

(This problem of long distance removals is referred to in reports of meetings of the Illinois Furniture Warehousemen's Association and Pacific Coast Furniture Warehousemen's Association, in the "With the Associations" department elsewhere on these pages.)

#### Regulation Urged

Action at a recent special meeting of the Ohio Industrial Traffic League favored the passage of a law to regulate inter-city motor truck transport.

According to James G. Young, secretary of the league, such legislation is favored as protection not only to shippers but to protect legitimate truck transport companies against unreliable persons engaged in that business. Such a law as is proposed would require that insurance and indemnity be furnished as well as requiring a certificate of convenience and necessity to be secured from the Public Utilities Commission to operate, and permission by the Commission to discontinue business.

The league went on record also as opposed to the Bender bill known as Senate Bill No. 23, which provides for the abolishment of the Commission. The organization is opposed to the abolishment of that body insofar as it relates to common carriers and transportation facilities.

The legislative committee of the organization was instructed to prepare a bill to be presented to the legislature that would make the Ohio laws conform to the Federal regulations relative to reparation claims and the filing of suits by railroads for undercharges.

#### Theft at Warehouse

The police of Milwaukee claim to have solved the mystery of the disappearance, during several months past, of merchandise from the Second Street warehouse of the Great Lakes Transit Co. Three freight handlers who worked in the storage plant were arrested at their homes, where, the police allege, they discovered shoes, underwear, hardware, hosiery and other commodities.



## Examiner's Report Adverse to Warehousing in Port Charges Investigation

THE port facilities case, in which the American Warehousemen's Association was interested to the extent of filing a brief and submitting personal testimony by members, has virtually come to a close with the filing, with the Interstate Commerce Commission, of a report by Examiner John B. Keeler in which the examiner declared that the practices of the railroads were not shown by evidence and testimony to have prevented the building of needed waterfront terminals. The examiner recommended that the I. C. C. should find that on the contrary the existing facilities were reasonably adequate to care for traffic normally moving through the South Atlantic and Gulf ports.

The case is No. 12,681, "In re Charges for Wharfage, Handling, Storage and Other Accessorial Services at South Atlantic and Gulf Ports." Representatives of the public warehouse industry, together with army engineers in charge of river and harbor improvements, contended, broadly speaking, that the services performed by railroads at these ports were given tariffs so low as to discourage investment in port facilities by private capital, thereby tending to retard the ports' development.

Examiner Keeler urged the I. C. C. to find also that further general increases in railroad charges were not advisable at this time.

The examiner said in part:

### Theory vs. Practice

"While theoretically it might seem that the past practices of the railroads should have restricted the building of needed port terminal facilities, as a practical matter they appear to have had little effect on the situation. Where need for municipal facilities has existed such facilities have usually been provided. The practices of the carriers may have restrained the investment of private capital in facilities designed to do a general terminal business in competition with the railroad and municipal facilities, but the advisability of encouraging the building of such facilities for purposes other than storage not incidental to transportation is open to grave doubt. The concentration or centralization of traffic at the fewest number of terminals necessary to accommodate the traffic is highly desirable from the standpoint of economical transportation, especially water transportation, and the creation of many small facilities by private capital would add to the cost of transportation, both rail and water, with little gain, except perhaps to the owners of the facilities.

"The carriers hold themselves out to perform only such storage as is incidental to transportation and as there is a

certain amount of storage at the ports not of that class there is limited need for independent warehouses. As the carriers do not ordinarily engage in such storage the charges which they assess should have little effect on the legitimate business of the independent warehousemen during normal times. The past two years has been a period of abnormally low import and export traffic and during that period, when many of their warehouses were practically empty, it appears that in some instances the carriers have solicited business for general storage and owing to their lower charges have been able to take business away from the independent warehouses. This, while perhaps not entirely fair to the independent warehousemen, transgressed no provision of the interstate commerce law and certainly constitutes no ground for generally increasing the charges for storage incidental to transportation.

### Port Facilities Adequate

"In determining the adequacy of port terminal facilities they should be considered from the standpoint of their ability, as a whole, reasonably to care for the commerce that may or should flow through them. If there have been provided at ports fairly accessible to the territory and traffic to be served reasonably modern facilities which are capable of caring for the traffic the facilities cannot be said to be inadequate from a traffic standpoint, even though at certain ports they are not of the class which the ambitious municipality considers necessary to attract commerce through its portals. Consideration must also be given to the character of traffic handled. If the traffic normally passing through a port is fertilizer material it cannot be expected that the same class of facilities will be provided that would be if the traffic consisted of higher grade commodities. There has been no evidence offered by shippers or boat lines using the South Atlantic and Gulf ports that the facilities at those ports are inadequate. In general, the testimony of the railroads' witnesses was that the railroad facilities have enabled vessels to meet the requirements of their charter parties relative to discharge of cargo. Some of the largest shippers through the South Atlantic ports testified that the facilities at those ports were already in excess of traffic needs. At certain ports the facilities are perhaps insufficient in capacity, but where that condition exists new facilities are in course of construction or authorized. At other ports extensive and costly facilities are in a state of absolute disuse or are but partially used.

### Terminals Not Restricted

"There is not sufficient export and import traffic to enable each and every city and hamlet that is situated on navigable water to become an important port with

ultra modern facilities. In fact, the failure of water front terminal facilities at our South Atlantic and Gulf ports to compare favorably with those at European ports, commented upon by certain witnesses, is perhaps due, in a measure at least, to the high ratio of ports to tonnage handled. From the testimony offered it cannot be said that the terminal charges and practices of the carriers, as a whole, have resulted in restricting the development of port terminals to the undue prejudice of persons, localities or descriptions of traffic; on the contrary, the conclusion is inescapable that, generally speaking, existing facilities at the South Atlantic and Gulf ports are reasonably adequate to accommodate the commerce which should normally flow through them."

Summarizing, Mr. Keeler recommended that the I. C. C. find:

"1. That the practices of the railroads of South Atlantic and Gulf ports are not shown to have prevented the building of needed water front terminal facilities at those ports, but that, on the contrary, existing facilities are shown, on the whole, to be reasonably adequate to meet normal traffic needs.

"2. That general increases in port terminal charges at the South Atlantic and Gulf ports should not be ordered at this time.

"3. That the proceeding should not be broadened to include North Atlantic or Pacific ports.

"4. That the practice of respondents of absorbing terminal charges on traffic passing over municipal facilities and refusing to absorb like charges on traffic passing over similarly circumstanced private facilities is unduly preferential to the former and unduly prejudicial to the latter.

"5. That the charges attacked are not unreasonably high except (a) that the handling charge on fertilizer and fertilizer materials should not exceed 35 cents per short ton at South Atlantic and Eastern Gulf ports, including New Orleans, and (b) that the combined wharfage and handling charge on kerosene, in cases, should not exceed 70 cents per hundred pounds at New Orleans.

### Pipe Charges Unreasonable

"6. That the absorption of wharfage and handling charges on sewer pipe shipped from manufacturing points on the Ohio River and the non-absorption of similar charges on sewer pipe shipped from Chattanooga, Tenn., and other Southeastern manufacturing points, is unduly preferential of the Ohio River points and unduly prejudicial to Chattanooga and other Southeastern points. An order should be entered reducing the charges found to be unreasonable and requiring correction of the practices found to be unduly prejudicial. In all other respects the proceeding should be discontinued."



## Some Thoughts on

# Furniture Warehouse Financing\*

## For the Man Who Contemplates Construction

By C. A. Aspinwall,  
President, Security Storage Co., Washington, D. C.

**W**HEN a new warehouse is projected in a community the first consideration should be to determine, as well as may be, whether there is need for additional warehouse facilities in that community.

There is no definite general ratio between the population of a city and the square feet of warehouse space it will support. The patronage which warehouses receive depends on the character as well as the quantity of population, and the type of dwelling.

**I**F Blankville used 100,000 cu. ft. of space when its population was 75,000, it would be reasonably safe to assume that it would find need for 200,000 ft. when its population increased to 150,000, provided there had been no material change in the character of the city and its population.

It would usually be more accurate to assume that such a city would require considerably more space than proportioned to its increase in population, for it is well known that the past two decades have found increased reasons for making use of storage depositories. This has been due in no small measure to the warehousemen who have supplied such structural security and reliable service as to induce a steadily rising demand upon their facilities.

Just as in a city where with poor hotels no more than \$1.00 per day has been spent for hotel accommodations, with the opening of a new and good hotel five times that amount might be spent, so it follows that new business for a warehouseman is created by the very act of providing modern and trustworthy facilities.

The increase of apartments, the high cost and scarcity of servants, are other factors that have aided in increasing the demand for storage space and so too has the restlessness of spirit engendered by the World War.

Whether the same ratio of increased demand will continue through the next decade and the next lies in the realm of prophesy and each of you may be his own prophet.

Los Angeles, for instance, supports twice, and perhaps three times, as much warehouse space as St. Louis, which is, or was in 1920, a larger city. Washington and Milwaukee are nearly of a size, but Washington will fill four or five feet of warehouse space to one for Milwaukee.

Let it be interjected here that we are speaking of household goods warehouses, and of the modern fireproof type.

What the saturation point is for any individual city would therefore have to be determined by a careful study of that city.

### FINDING A MARKET FOR SECURITIES

**M**R. ASPINWALL believes that the securities of household goods warehouse corporations will command increasing favor in the financial and business world—and he tells why.

He urges warehousemen "to be vigilant to preserve and to increase the respect for their securities by insistence on high standards of business ethics."

Knowledge of costs, fair prices, equal treatment to all customers alike, Mr. Aspinwall declares, will stabilize and dignify the business—and when the time comes for expansion requiring capital, the warehouseman should find among those some customers a ready market for the securities.

Having decided to build a warehouse the question of financing presents itself.

Most warehouse enterprises have been financed by the accumulated funds and the credit of the individuals or corporations which have conducted the enterprise.

This method of financing needs no discussion. With larger operations it is frequently necessary to enlist outside capital

and this requires the sale of stocks or bonds, or both, of the warehouse corporation.

The ideal corporation is one in which the capital stock represents the entire cost of the plant, all shares being common stock and no bonded indebtedness. Such a corporation is secure against all adversity save only those arising through the incapacity, inefficiency or dishonesty of the management. The management and directorate is relieved of all care in regard to financing and can give its entire time and thought to the conduct of the business. Such a corporation is only occasionally possible and resort must be had to the sale of bonds or preferred stock to raise the major portion of the capital required.

This may be done either through the agency of bond brokers or fiscal agents, or by direct sale to the public.

The second plan is much to be preferred and is entirely feasible where the corporation is directed by men who have won the respect and confidence of their community. It would be more frequently resorted to by large as well as small corporations doubtless, except for the unfamiliarity of most business men with such operations and their ignorance of the value as an asset of their character and reputation. As a matter of fact there have recently been some notable examples of the direct sale to the public of corporated securities running into the millions.

A bond house would not handle the flotation of a preferred stock or bond issue of a warehouse company for less than 10 per cent commission, and the

\*Paper read at Cleveland convention of American Warehousemen's Association.

commission, of course, creates a perpetual fixed charge against the earnings of the company.

In placing warehouse securities on the market a prospectus is customarily issued, and care should be taken in such a prospectus to avoid exaggerated statements or the omission of any essential expense. Provision should always be made, in estimating the expense for a new warehouse, for working capital, as under ordinary circumstances it would take a year or more before the storage revenue will equal the expenses, and always there is the fact to remember that storage charges are usually only billed quarterly, and experience has shown that ordinarily bills due from customers will average five to six times the monthly storage revenue.

Therefore, a new warehouse company could not be expected to pay expenses the first year nor to earn a profit inside three years, so that immediate prospect of dividends for stock should not be featured.

As a matter of cold fact, the securities of a new storage corporation are not particularly attractive to the ordinary investor and must be marketed on the strength of the men behind the enterprise. If the management is unknown

or of uncertain character, the securities will be sold, if at all, only by questionable methods and to the unwary.

For a household goods warehouse, if a failure as a warehouse, is not readily convertible to other profitable use—no matter what it may have cost.

There is moreover small chance of large profits in the warehouse business. Only under most extraordinary circumstances has anyone made large gains in the warehouse business, except after long and arduous effort in slowly and surely building up a business.

In banking, in real estate, in manufacturing, in mining, even in farming, one may double their investment in a few years, but tell me of the warehouse company whose investment has doubled even in five years, except possibly in war time or due to some fortuitous increase in real estate values.

The warehouse business is one of the oldest in the world. It is a necessity of commerce and the household goods warehouse business is a necessity of modern urban life. Consequently the warehouse business offers certain inducements to investors, even though it does not offer quick profits.

Granted proper placing and planning of the warehouse and good management,

the household goods warehouse will grow gradually from year to year in equal and generally in greater ratio to the city's growth. It is peculiarly immune from many of the risks that endanger other business enterprises. Its business is only slightly affected by business depressions. It has no difficulty with credit as it extends no credit; consequently, while no notable fortunes have been made by household goods warehousemen, there have been few failures among them.

This being the case, it is believed that the securities of furniture warehouse corporations will command increasing favor in the financial and business world.

It should be the effort of the warehouse associations and of individual warehousemen to be vigilant to preserve and to increase the respect for their securities by insistence on high standards of business ethics, emphasizing quality more than cheapness in service, and in advocating the one price system.

Learn your costs, adjust your prices to yield a reasonable profit, charge everyone alike, and you will both stabilize and dignify your business; then, when you want to enlarge your facilities, you will find among your own customers a ready market for your securities.

## Here Are 24 "Don'ts" on Packing\*

### Some Suggestions to the Furniture Warehouseman

By R. T. Blauvelt,

President, Lincoln Storage Warehouse, East Orange, N. J.

**P**ROPER packing, I believe, is that which effectually protects against damage in handling, and as we are interested in household goods and the warehousemen of the country, without doubt, do the major portion of such work as it applies to used furniture, it is, of necessity, an interesting proposition to them.

So much has already been done in the past to outline the manner in which household goods should be packed to

insure safe carrying that I hardly know where to begin to put anything new before you. This matter has been up continually during the past years; reams of paper have been covered with suggestions and advice; descriptive pamphlets have been printed and sent out to the warehousemen, and others in the country interested in good packing, showing how household goods should be packed properly to protect them, and in consequence it is really difficult to present anything that will be of interest.

**I**N taking up the question with some of my good friends in the business of warehousing, they have given me their ideas on some of the things that it is wise to avoid in packing household goods and I am going to present them briefly under the heading of "Don'ts," with the belief that they will make a memorandum that can be used by those interested, and perhaps be the means of avoiding mistakes which are at times costly to the warehouseman.

1. *Don't*, when the opportunity comes to take up the question of packing with the prospective customer, fail

to use the best salesmanship possible in presenting what it is that you propose to do for them in packing their goods. That is the time not to be "weak kneed," for the thought put forth then many times is the turning point as to whether you are going to do a good job, for if the customer is "sold" on your ideas of what constitute proper packing and if you know how to deliver the goods, there is not much else to be done.

2. *Don't* try to do packing work with men who are not qualified, nor use inferior materials—the best of either

is essential to secure protection that is worth while.

3. *Don't* use frail containers and expect that the goods will be handled, either in moving, storing or shipping, successfully. Why is it that so many times chances are taken along this line, even after experiences that are altogether unpleasant have occurred? It still seems to be persisted in by a great number.
4. *Don't* place excelsior pads next to highly finished surfaces. First cover the article with proper paper covering and thus in most instances avoid marking the piece.

\*Paper presented at Cleveland convention of American Warehousemen's Association.

5. *Don't*, in boxing victrolas, fail to remove the records from the instrument. Take them out and box separately in boxes made to fit them; they are breakable and often expensive to replace.
6. *Don't* tie overstuffed furniture with heavy cord. It marks the covering, which is often very expensive, quite badly at times, and it can be avoided by using the pasted paper strips for holding the paper together that has been put on for covering.
7. *Don't* put any other goods in crates with overstuffed pieces. They are already heavy enough as a rule.
8. *Don't* place braces on legs of furniture.
9. *Don't* place braces on delicate parts of furniture.
10. *Don't* lay furniture with curved legs or extended top pieces or backs on backs in crates. (Place braces on the backs of such pieces to keep delicate parts from resting against crates.)
11. *Don't* brace furniture down on legs.
12. *Don't* place braces across the glasses

in china closets, bookcases or any other piece of furniture that has glass.

13. *Don't* place braces across the width

### THE FINAL "DON'T"

**E**XECUTIVES may well take to heart the last one of the twenty-four "Don'ts" here set down by Mr. Blauvelt. Supervision by the management will eliminate much of the "unfortunate packing" responsible for losses.

Show these "Don'ts" to your employees. Maybe they know them by heart already. Also perhaps they do not.

of any long mirrors. (Screw such braces on the length.)

14. *Don't* place braces on the center or width of marble or onyx tops.
15. *Don't* place braces on glass tops. (Pack same in excelsior.)
16. *Don't* place braces across the arms of chairs or sofas.

17. *Don't* press braces on silk plush or velvet upholstery. (The wooden frames on the bottom of such pieces are sufficiently thick and strong to allow the screwing of braces.)
18. *Don't* pack fine glassware and china together in barrels.
19. *Don't* pack heavy cut glass and fine glassware together.
20. *Don't* pack pictures or paintings with glass on braces in a box unless the glass is pasted.
21. *Don't* pack pictures or paintings in excelsior unless they are first wrapped in paper.
22. *Don't* make closed boxes for marble groups or figures, or lay braces on delicate parts.
23. *Don't* pack more than one piece of furniture in a crate unless each piece is braced independently of the other.
24. *Don't*, from a management standpoint, fail to supervise what is being done in your plant by your men. It surely seems that much of the unfortunate packing could be avoided if those in control really knew what was being done.

## Cost Is the Determining Factor When Fixing Moving Rates\*

A Tariff Too Low May Mean Loss of Business—But a Tariff Too High May Attract Competition

By H. L. Halverson,  
Secretary, Boyd Transfer & Storage Co., Minneapolis

**A** CERTAIN warehouseman reports that for the first six months of the year his average cost per hour on moving was \$6.84, or thereabouts. Inasmuch as the rate charged customers by many warehousemen of the country is only slightly more than half that sum, it directs attention to the method of figuring costs.

The object of cost study is of importance. Cost studies should not be made to prove a point. They should aim to get the facts. Once secured, costs will show how high a rate should be, so that business will not be done at too low a price; they will also show how low a rate should be, so that a warehouseman need not find himself charging too high a price, thus limiting the amount of business he can get, and building up competition.

It is just as important to make a rate as low as possi-

ble as to make it as high as possible, provided it is based on correct cost figures.

The ordinary books of account, such as cash book, journal and ledger, are the first records in cost studies. The totals of expense secured from these books are, themselves, cost records. For purposes of comparison of expenses, total figures are valuable even though they have not been reduced to some unit basis, such as cost per hour or per cubic foot.

We have had a tendency to consider a warehouseman wholly ignorant of "costs" unless he has reduced his expenses to some unit basis; but when we understand that totals are also cost figures, we see that most warehousemen do know a lot about costs.

**I**F a business is making a charge on some unit basis, as per hour or per cubic foot, it is advisable to try to figure costs down to the same basis, but in doing so in our business we encounter some difficulties. We need information gained not only from the books of account, but also statistics such as percentage of occupancy or percentage of non-productive time.

Unless a warehouseman clearly understands the various processes involved and the effect certain figures have on the result, he is liable to be misled. In reducing costs to a unit basis, the problem of cost figuring becomes more complex than by figuring in totals. The way is thus laid open to mistakes and, furthermore, due to the fact that variable figures are used in the different

steps, the result is more a matter of estimate and inaccuracy.

In reducing costs to a unit basis, certain items of the process have a great deal of effect on the result. For instance, if the warehouseman has secured the cost per cubic foot for storage on the basis of a full building and wishes to ascertain the cost per cubic foot of productive space, he must find out the percentage of average occupancy. That percentage of average occupancy varies

\*Paper read at Cleveland convention of American Warehousemen's Association.  
(Paper condensed.)



at different times it would vary with different warehouses; and it would vary with different warehousemen. Yet the variation in that percentage would possibly have more effect on the resultant cost per cubic foot than a variation of 50 or 100 per cent in almost any one of

the items of expense that make up the total cost. The same is true of the figure of non-productive time in getting at the cost per hour on moving.

The warehouseman figuring costs on a unit basis, therefore, must bear in mind that, in the steps of the calculation,

certain figures, possibly, small in themselves, may change the result 50 or 100 per cent, and the warehouseman must accurately gage the value of the result by the certainty and accuracy of these small figures.

Mr. Halverson here alluded to the report of the Central Bureau committee of the household goods division of the A. W. A., constituting a "System of Standard Accounting Methods and Cost Finding," with illustrative figures, presented at the White Sulphur Springs convention in 1920. He pointed out that certain small but very important figures used in calculating the estimated cost per cubic foot for storage would make a great difference in the result.

The cost of construction in the A. W. A. report was estimated at 35 cents a cubic foot. Mr. Halverson supposed a building constructed some time ago at 15 cents a cubic foot. The difference in

these figures materially affected the total cost.

The interest in investment was taken at 7 per cent in the A. W. A. report. Mr. Halverson supposed a rate of 6 per cent, which could easily be obtained before and since the peak of high money rates.

There were other possible figures subject to variation, such as the percentage of overhead chargeable to storage and other percentage of usable space in the warehouse, but the figures in the A. W. A. report were used in this regard. Changing the two foregoing items, however, he pointed out, reduced the resultant cost per cubic foot per year from 15.3 cents to 9.6 cents.

The average occupancy was as-

sumed in the report to be 83 1/3 per cent. Mr. Halverson assumed 90 per cent, which he said was his own experience during that period of heavier business.

The final result was that the cost of storage per cubic foot, instead of being 1.53 cents, was only about nine-tenths of a cent, he brought out.

Mr. Halverson made it plain that he was not endeavoring to prove the report of the A. W. A. committee to be wrong but was simply taking that report, using the same method of cost figuring but changing a few very small but important figures and showing how greatly the result was changed. He continued:

Any attempt to find the cost of long distance moving per mile is subject to the same possibilities of variation in certain very important figures. The same is true in trying to find the cost of truck operation per hour.

There are, therefore, come conclusions to be drawn from these considerations:

1. While the totals of cost figures, as gained from the ordinary books of account, are fairly accurate, it must be remembered that the allocation of many items in accounting is a matter of judgment and even in the totals of cost figures we cannot be sure of absolute, mathematical accuracy.

2. When we attempt to reduce totals of cost figures to a unit basis we open the way to possible errors simply because of the complexities involved.

3. In each step of reducing costs to a unit basis there are certain small but important figures which may be secured only from estimates, or which even if accurately recorded are subject to variation with different warehousemen or at different times, and yet these figures make a very great difference in the result. Hence the warehouseman must remember that any inaccuracy in these figures, or their use for one period based on records for another period, may render the calculation of costs per unit undependable.

4. A warehouseman may figure out his cost per unit and decide upon a rate somewhat in excess of that cost which he must charge. Due to competition he may find himself unable to get that rate. He may reduce his rate to less than his

records show his cost to be and yet, by increasing the volume of his business, so reduce his average cost per unit as to succeed in making a satisfactory profit.

5. It is possible for a warehouseman to reduce his rate of charge and, by thus increasing his volume of business, actually increase the total net profits of that department. In short, the volume of business done is fully as important as the rate of charge and both must be taken into consideration in the effort to secure an adequate net profit.

In conclusion, we believe in cost studies, but since we recognize the uncertainty and changeability of cost figures, we do not believe in a warehouseman making decisions depending upon their absolute accuracy.

## California Interests Are Mapping Out New Vehicle Legislation

OWNERS and operators of motor trucks and the automotive industry generally are going to have something to say about the reconstruction of California's motor vehicle act, which is to be one of the first pieces of Legislative work taken up by Governor Richardson and his new administration, which goes into office at Sacramento this spring.

Included among the amendments and changes approved by Mr. Richardson last December, when he was Governor-elect, are the following:

Motor vehicle fees to be used exclusively for maintenance and reconstruction.

### Revenue Based on Weight

Revenues to be raised through the imposition of a flat registration fee on all motor vehicles graduated as to weight, in order that light passenger cars may pay no more than at present, and possibly less, while heavier cars,

trucks and stages will pay increased taxes.

In addition, a gasoline tax of 1 cent per gallon, going exclusively to the State for road maintenance and reconstruction.

Commercial vehicles using the highways for hire, and under the jurisdiction of the State Railway Commission, pay a percentage, to be determined later, of their gross receipts, less other taxes, to the State.

### Truck Weight Limited

That no person under the age of 18 years be granted a motor vehicle operator's license, and no person under the age of 21 years a chauffeur's license. Recommendation was made that exceptions be allowed in cases in which persons under 18 years of age are accompanied by their parents.

That the maximum gross weight allowed on State highways be fixed at

22,000 pounds, with power delegated to boards of supervisors to increase or decrease the same on the county highways. (The California Automotive Conference, recently organized among distributors, dealers and operators of commercial vehicles of all kinds, opposes this, and holds that 26,000 pounds should be the limit.)

That the maximum weight on six-wheeled vehicles be limited to 30,000 pounds.

### Limit of One Trailer

That all motor vehicles shall be limited to one trailer and that the total gross weight on both shall not be in excess of 36,000 pounds.

That motor car dealers must have an established place of business, and must obtain separate numbers for repair, tow and service cars.

# How to Determine Costs of Truck Operation

## In the Storage Warehouse Business

By P. L. Sniffin

IT is most important, in connection with the use of motor truck equipment in the warehouse business, that the operator know exactly what it is costing him to make certain hauls with equipment owned by him. In many cases, for example, it is conjecturable whether it is (a) more profitable for the warehouseman to rent trucks for special or peak load work, over and above the number of vehicles he can normally keep busy; or (b) to invest in and maintain full equipment of his own. In a comparison, too, of motor trucks versus horses, a knowledge of the items of cost involved is most necessary. Too often, in measuring up the cost advantages of one type of equipment against another, certain very essential cost factors are omitted, with the result that an unwise decision is made. This is particularly true with motor trucks, since there are several items of cost which are not apparent to most operators.

This point may well be emphasized by a specific illustration. The writer was recently called upon by a storage warehouse concern in the suburbs of New York City to determine why that company's experience with truck hauling had been unusually unprofitable. About a year ago the concern had installed two motor vehicles, one of 2-ton capacity and another of 3½-ton capacity, both equipped

with van bodies. The first step in an analysis was to make a complete survey of present operating costs, according to the method which will be outlined in this article, and which any warehouse operator may make for himself in the same manner.

It developed that this warehouseman, in figuring his costs, had merely included the cost of gasoline, oil, garage, drivers, and the more visible items, neglecting to figure the important fixed charges such as interest on investment, depreciation and insurance. If he had made a preliminary survey of the work to be accomplished, and of estimated comparative costs before he had installed his trucks, he would have found, as the writer did, that his best procedure would have been to install one van truck of larger size, say 5½ tons, and one light open express-type truck of 1½ tons capacity.

The warehouseman who is undecided as to the manner in which to install truck equipment, or who is doubtful as to the advisability of using horses or trucks for certain kinds of work, would do well to consider the truck standpoint on a unit cost basis, making an estimated analysis according to his individual conditions.

It is, then, the purpose of this article to outline the method for determining what motor truck operation costs.

LET us first consider the problem from the standpoint of the warehouseman who is at present operating one or more motor trucks and who wants to determine the complete unit cost of such hauling. This is, no doubt, the best way in which to explain the various items of cost which should be taken into consideration, and at the same time we can in this way suggest methods of economizing on various phases of motor truck maintenance.

Any two companies' requirements for figuring costs must necessarily differ, as conditions vary from one to the other. Yet all must include the following items where they represent expense incurred or apt to be incurred in a concern's hauling system:

### FIXED CHARGES:

- Amortization (reserve for depreciation)
- Interest on investment
- Insurance
  - Fire, transportation and theft
  - Public liability and property damage
- Collision
- Taxes
- Licenses

### MAINTENANCE CHARGES:

- Garage
- Rent, heat, light, power, etc.
- Repairs

## YOUR BUSINESS — AND THE MOTOR TRUCK

THIS is the fifth of a series of articles by Mr. Sniffin and deals with motor truck operating costs.

Fundamentals to be considered in future articles are tire and wheel fundamentals, long distance moving, etc.

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles for *Distribution & Warehousing*.

### RUNNING COSTS:

- Gasoline
- Oil
- Wages of drivers
- Grease, kerosene and waste

### Running Costs

THE items under "running costs" are important inasmuch as they lend themselves to effecting economies if they are closely watched. At the same time they are perhaps the simplest of all to keep track of, as they may be easily charged from day to day against each truck in accordance with the truck's requirements.

A very satisfactory method for recording these costs and one that involves the least effort is to provide each driver with a monthly report form on which he may enter each day's requisitions for gasoline, oil, cup grease, kerosene, waste, etc., at the end of that day. This form should provide a space for drivers' and helpers' wages, to be inserted at the end of the month. The monthly totals of running expenses may be readily checked by garage receipt, invoice, etc. It is important above all to minimize the amount of clerical work required of the driver, principally because many drivers are not capable of handling complicated systems

- Materials and labor
- Tires
- Painting
- Overhauling
- Overhead
- Administration requirements
- Battery renewal and charging



accurately and because their full time is needed in making deliveries. In some cases, according to the size of the business and other conditions, it is sufficient to compile the monthly records of running costs from garage reports.

### Fixed Charges

**T**HE fixed charges incidental to truck operation are those which, with one exception, do not vary from day to day—that is, they go on whether the truck is in use or not. This one exception is amortization (the reserve for depreciation). The other fixed charges are interest, insurance and license fees.

**Amortization:** Every warehouseman, regardless of how he expects to use his trucks or how many trucks he expects to have, should take amortization into account in figuring the cost of operation. This is the term applied to the practice of charging a certain sum against an investment for every unit which affects its life, so that, when the investment is no longer in service, sufficient funds will be available to duplicate it. In other words, amortization is the reserve for depreciation.

Several years ago it was common practice to amortize motor equipment on a basis of time, but this method, according to best authorities, is now practically obsolete.

The accepted modern method of amortizing a motor truck is on the mileage basis, by which the expected mileage of each truck in question is determined, and then the original investment is charged to the cost of operation at specific periods on a basis of the number of miles traveled.

The estimated mile life of the truck varies, of course, with the quality of the truck and the use to which it is put. In the case of real high grade vehicles, it has been found that 300,000 miles has not been too high. Conservativeness, however, places the life of the average truck, for amortization purposes, at from 100,000 to 150,000 miles.

The amount of the investment is most commonly figured on a net basis—that is, the total investment less the cost of tires, inasmuch as it is advisable to consider tire depreciation as a separate item.

**Interest on Investment:** As the purchase of a motor truck is an investment in the business, it is necessary to take a certain sum of money from the business, either as cash or credit, to pay for it. Like all sound investments, this money should have an earning power of whatever rate it would cost to borrow a similar sum. However, as motor trucks are amortized, the longer the truck has been in service, the greater will be the amortization fund and the less the amount of investment. Thus it would quite naturally be unfair to charge interest based on the full original investment during the whole life of the truck.

In order to keep this amount of investment constant and correct, most authorities agree that it is advisable to charge this interest at one-half the current or legal rate.

Other systems of computing interest

are in use, such as that of the National Standard Truck Cost System, which charges this interest according to a formula which has as its basis the book value of a truck. However, it is generally found in the case of operators of smaller fleets that such systems often complicate the interest account.

**Insurance:** The matter of motor truck insurance as it is offered in various forms by insurance companies is an individual subject. It will suffice to say here, however, that whether insurance is carried with an insurance company or by the concern itself, the cost should be charged to the truck. It is unfortunately the case that the concern which does not carry a policy, although it assumes all the risks, seldom enters a charge for insurance. Insurance is a comparatively simple matter when the policy is underwritten by an insurance company. No business man will fail to insure his plant and equipment. Why should he fail to do so with his motor equipment?

**License Fees and Taxes:** License fees and taxes, being incurred by the truck, should be charged to it. Under this heading, the State fee, city fee, if any, and special fees should also be charged to the truck.

### Maintenance Charges

**M**AINTENANCE charges, the remaining division of truck operating costs, may be said to include: garage cost, overhead, repairs (including material and labor), tires, overhauling, painting and battery renewal and charging.

These items of maintenance, so-called because each is based on the running conditions of the truck, are for the most part self-explanatory. However, it is frequently found that the truck operator misinterprets the sphere of one or more of these or else fails to include all items chargeable toward them.

**Garage:** Obviously, the garage charge is based on the time factor—that is, it continues whether the individual trucks are running or not, yet it is a charge directly traceable to the truck's use. It may be apportioned as rental equally among all vehicles housed, or according to size and type.

In some cases, the operator keeps his trucks in a public garage which includes space and service, in which event each vehicle should be charged with the expense it incurs. Where the operator owns the garage, it is necessary to apportion all items that make up its cost, including interest on investment, taxes, insurance and expenses of upkeep such as heat, light, power, water, etc.

Various methods of figuring each truck's share of garage expense could be recommended when the trucks vary in size, weight, etc., but for most purposes it is a case of using whatever method is most convenient for the owner.

Washing and polishing ordinarily come under the garage item, and each truck should be charged with the cost of the individual work.

**Tires:** It is commonly accepted as best practice to amortize tires separately from the truck itself, figuring the amor-

tization of the truck on the net investment of the truck minus the tires.

The most common method of taking care of the tire charge, and one that is satisfactory for most purposes, is to divide the original cost by the mileage, based on experience; or, where this is not available, by the adjustment mileage.

Tire repairs may be taken care of satisfactorily by a direct charge to maintenance, but it must be remembered that an accurate figure of tire cost per mile of operation can be arrived at only after the tire has served its full life and repair charges can be computed.

**Repairs:** It is generally considered advisable to keep separate record of chassis repair in order to compare various makes of chassis. This is because the chassis will have a direct affect on the body, inasmuch as a high grade truck minimizes the vibration and abuse upon the rest of the equipment. In order to show specific points of advantage in different trucks, such as accessibility and wearing quality of parts, many truck operators find it advisable to divide repair costs into labor and material costs.

Although the easiest method of apportioning repair costs is to charge the cost against the truck at the time the repairs are made, this is an exceedingly unsatisfactory method, because it will show an unusually high cost per unit at one time and a low cost at another. This may be avoided readily by distributing the yearly cost in proportion to the monthly mileages. Where it is desirable to make a preliminary study of costs before the truck is purchased, the repair charge may, for this purpose, be estimated.

**Painting:** As the benefits derived from painting a truck are spread over a long period of time, it is customary to distribute the first cost over that period. In other words, if the truck is painted once a year, the cost should be divided, as in the case of repairs, according to monthly mileages.

**Overhauling:** Every motor truck requires an overhauling every so often, principally because in this way conditions will be disclosed which, if taken care of, immediately will result in lower future repairs. It may be said to be general practice among experienced truck owners to overhaul each truck once a year. As in the case of repair costs, this item should be extended over the same period in proportion to mileage.

**Miscellaneous:** Battery renewal and charging, inasmuch as its benefits are distributed over a definite period, should be charged *pro rata*, according to mileage, over that period. Where it is advisable to maintain a wrecking crew and equipment, it has been found satisfactory to consider the cost of the equipment as a separate unit, the cost of which, together with time of the drivers making up the crew, is chargeable *pro rata* among the trucks which receive benefit in accordance with the amount of use required of the equipment by each.

Certain items of administration, which vary according to the size and type of



business, are chargeable to maintenance and are ordinarily computed on a monthly basis and divided equally among the trucks according to mileage. These may include salaries of superintendents, etc., although in some cases it is found advisable to include these items among the running charges. Clerical expenses and others, if there are any which suggest themselves to the operator, come under this head.

#### A Way to Figure Cost

**G**RANTING, then, that the warehouseman is familiar with the details of trucking cost, it is desirable to suggest an actual method of arriving at an individual concern's unit expense, either estimated or based on a truck's actual service. This can best be done by quoting an example. The table which follows gives the cost of operating a 3½-ton Selden van truck in the service of a transfer and storage concern in Massachusetts. The truck is used in hauling furniture in both local and long distance service.

It will be observed that this outline first summarizes the truck's operation over a six-month period and that these

figures are later used to determine the unit items. It will be noticed also that in some cases the method used in obtaining the costs will differ from those suggested in the foregoing, and in one or two cases the cost is obtained on a different basis. However, the table will serve to illustrate the manner in which costs may be computed. Where a warehouseman desires to figure his own cost, or to estimate what it will cost him to install and maintain one or more units, this may be done by substituting his own costs, based either on experience or estimations, for those given in this table:

#### OPERATION RECORDS

##### A—Total Period

Period covered	6 months
Days operated	150
Miles traveled	4569
Gasoline—gallons used	508
Cyl. oil—pints used	204

##### B—Averages

Miles traveled per day	30.46
Miles per gallon gas	9
Miles per pint oil	22

#### C—Investments

Cost of truck complete	\$5,400.00
Tire value	386.80

Total less tires—to be depr..... \$5,013.20

#### D—Fixed Charges (Yearly)

Interest on total inv. @ 6%	\$324.00
Taxes and licenses	40.00
Insurance	120.00
Garage expenses	312.00

Total per annum	\$796.00
Total per month	66.33

Total for period—6 months..... \$397.98

#### E—Variable Charges (Period)

Fuel at 31 cts. gallon	\$157.48
Cyl. oil at 7½ cts. pint	15.30
Tires—4569 miles (\$386.80—10,000 miles life.)	177.82
Depreciation—4569 miles (\$5,013.20—55,000 miles life.)	416.24
Maintenance and repairs (est.)	150.00
Driver's wages	910.00

Total variable charges	\$1,826.84
Total fixed charges	397.98

Total operation cost..... \$2,224.82

#### F—Daily Costs

Cost per day operated	\$14.83
Cost per mile traveled	.48

## Let Your Cost Factors Guide Your Tariff Making\*

*Today's Conditions Compared with Those of Previous Years*

By S. G. Spear,

*Treasurer, Terminal Wharf & Railroad Warehouse Co., Boston*

**I**T is interesting to follow the cost factors that enter into warehousing from year to year, as only by being well informed along these lines can we safely guide our tariff making. As we all know, the average going warehouse rates are far higher than they were in pre-war times. These tariffs have been somewhat reduced since the war, but not nearly to the extent that would please many of the shippers.

What is the trend going to be in the future? Are prices going to drop in the next ten years, as charts indicate has happened twice before in our country's history, or

are there new factors which will make this time the exception?

Price reductions in some lines produce business enough to reduce cost and increase profits. Is it possible for the warehouseman, by selling lower, to stimulate the use of warehouses to such an extent? By reducing the price of flivvers every family buys a car. Who are all these additional people that will use warehouse space? And can you decrease the cost of warehouse space appreciably by building more? If a landlord whose tenements are well occupied reduces rents, can he increase in any way the number of tenants?

**I** THINK that the storage factor is no such easily handled proposition as the quantity production theory in manufacturing. Of course, storage should be large enough to be economically handled. Too small a plant may be extravagant. Too large a plant may lose in efficiency. I feel that storage rates can fluctuate only as the building cost fluctuates. Now, what is the building cost index doing at present? There is no use speculating as to what it is going to do in the next ten years, unless we are contemplating the erection of new buildings.

Our buildings should be worth to us for month to month contracts what it would

cost to replace these buildings, less depreciation. Sound value, the accountants call it.

The facts about building costs are readily obtainable these days. In the fall of 1920 the Central Bureau report gave the building cost for the so-called Standard Warehouse as \$3.75 per square foot. In November, 1921, we estimated this at \$2.30. This November we believe it to be \$3.00. Pre-war cost was about \$1.75.

I have checked these figures with the building cost index of the Aberthaw Construction Co. and find that in November, 1921, they found the cost to be down 40 per cent from the year previous, while

our estimate was down 36 per cent. In November, 1922, they found the cost to be down 25 per cent only from 1920, while our estimate is down 20 per cent from the same date.

Building costs are made up of raw materials, transportation and labor.

The labor element makes up some 75 to 85 per cent of this total cost, as there is labor used in producing the raw materials and labor connected with transportation as well as the labor in fabricating the building.

Are labor costs coming down? Ask the steel manufacturer, ask the mine owner, ask an honest railroad operator. They will all tell you the same story.

\*Paper read at Cleveland convention of American Warehousemen's Association.

Not until immigration has again furnished us with manpower to dig our trenches, work our steel mills, cut our lumber and mine our minerals. The productive capacity of our country was enormously increased during the war. We have more spindles, more looms, more iron furnaces, more everything in the manufacturing line, while our manpower has not increased in any such proportion, if it has at all.

Will transportation costs come down appreciably? How can they until a building program of track and equipment has caught up with the enormously increased productive capacity?

Mr. Alvin E. Dodd of the Chamber of Commerce of the United States has a vision of greatly increased need of warehouse space. I think he is right, but can I build warehouses at the present staggering cost and show the banker any possibility of a suitable return on the investment on our present average tariff earnings?

Do not hold too cheaply these good buildings with \$1.50 cement, which costs today \$3.50; brick laid at \$15 a thousand, where now it is \$60 a thousand, or with heavy hard pine timbers that cost \$25 a thousand feet, but now cost \$75 a thousand; and built with skilled labor at 50 to 60 cents an hour, while now the price is \$1 to \$1.10 per hour and upward, and bonuses being paid on top of that. Do you not see what an injury you may do to our industry by too cheaply selling your space? More warehouses are needed in your community. Your prices are such that you can make a living out of your low cost plant, but you cannot build. Along come the soap, the cereal, the hardware, the roofing material men, the grocers and a hundred others clamoring for space. They must have it, your established warehouses cannot furnish it, they will build for themselves, or a stranger will come into your midst and take their business. You say they would do that if your prices were too high; yes, if they were *too high*. But what is "too high"?

Now this sounds like a plea for increased tariff rates. I do not mean it so. It is intended to make you think for yourselves, to know your cost fac-

tors and intelligently to apply this knowledge to the building up of as interesting a business as I see being carried on in this country of ours.

If I should revise the standard warehouse example, this year the changes would be as follows:

The building equipped with sprinklers would cost \$3 per foot, instead of \$2.30

### "KNOW YOUR COSTS!"

**S**TORAGE costs will continue, in 1923, at present high levels, while handling costs may even increase, Mr. Spear points out to warehousemen.

Mr. Spear believes storage rates can fluctuate only as the building cost fluctuates.

His talk is not a plea toward higher tariff rates. It is a suggestion that the warehouseman know his cost factors—and then apply the knowledge intelligently.

last year. The other equipment would be slightly increased. The total cost of the building would be approximately \$600,000.

Without figuring out as closely as has been done in other years, let's say we desire a 12 per cent return in lieu of rent, which would amount to \$72,000 and operating and administrative expenses of \$20,000. This makes a total of \$92,000, or 75 cents a square foot a year. If our theory of 50 per cent occupancy is correct, 12½ cents per square foot per month would be necessary to get for a tariff basis. As most of the country is operating on a 6¼ to 7.56 cent basis, you see what I mean. Now, if you deduct from that any handling losses, you are just so much worse off. (Our company lost \$43,000, or approximately 6 cents on a square foot, largely on account of excessive handling overhead, 253 per cent for the year, with handling tariffs far higher than in the middle and western parts of the country.)

Our handling overhead for the first ten months this year (1922) has averaged 168 per cent, as against 253 per cent last year, but our handling tariffs are based on 40 cent labor whereas the average labor cost is 50 cents or more per hour, so that we will again this year have to stand a big handling loss.

Do you know how much per square foot your gross storage earnings netted you last year (1921)? Ours was 39 cents per foot.

Do you know how much your storage cost was in lieu of rent? Ours was 20 cents, balance 19 cents.

Do you know how much your storage expense was? Ours was 8 cents, balance 11 cents.

Do you know how much your handling loss was? Ours was 6 cents, balance 5 cents.

Did your teaming department make money? Ours lost 2 cents, balance 3 cents.

Business is better this year. What is our chance? We may make 6 cents more a foot gross storage earnings. We may cut our handling and teaming losses 4 cents. So we may have 13 cents a foot profit, perhaps \$75,000 this year, or about 3½ per cent on the investment, which today would cost just twice what our plant cost.

Someone introduced me the other day as a wizard at figures. I'm not that at all. I try to get my figures to tell me the truth, as little as I like it. Most of us try to get our figures to lean our way.

My observations may be summed up as follows:

1. Storage costs will continue at present high levels for the coming year (1923).

2. Handling costs will continue at present levels or increase during the coming year (1923).

3. These levels do not allow any appreciable additions to the amount of general storage space. Yet the country is growing.

These are rather rambling remarks from a crank, but if you have any better stuff, bring it on. If you tell me I am wrong, I'm not going to accept your statement unless you can prove it.

## Observation in Warehouse Practices

(Concluded from page 19)

paralleling this curve, which leads us to the conclusion that density is a matter of relativity.

Do not be afraid of that word. It has a very simple meaning. It tells us that if two like packages of different densities have certain costs for handling, two other packages of similar densities would have handling costs in the same ratio or proportion.

Our reasoning seemed good so when we had a commodity of a single density we made a comparison of our cost test with that of a similar package and found that the ratio between costs was the same as the ratio between densities.

Now if we take our wool picture, and

instead of using the vertical scale of man hours, substitute for it one of ratios, or percentages, our picture is automatically converted into a density picture for all packages. We are reasonably sure this is a *true* picture because in numerous cases where we have commodities in sufficient quantities to get satisfactory tests the results concur splendidly.

This is the picture which tells us that as the density of a package decreases its cost of handling as each 100 pounds increases. This increase is gradual until it reaches a density of 12 pounds per cubic foot, where the curve breaks upward more sharply—indicating that the cost increases more rapidly than before.

Visualize it in this way:

Suppose you have a package weighing 30 pounds for every cubic foot of its size. Then suppose this package begins to swell, expands without any increase in weight. The larger it gets the more it costs the warehouseman to take care of it, and yet there is no increase in weight. If the package swells to twice its original size, it costs twice as much as originally; if it expands to five times its first dimensions, its cost is increased four times. These figures are not exact but are sufficiently close to emphasize that you should study carefully the goods placed in your keeping.

As I said previously on small lots, so now I repeat on low density:

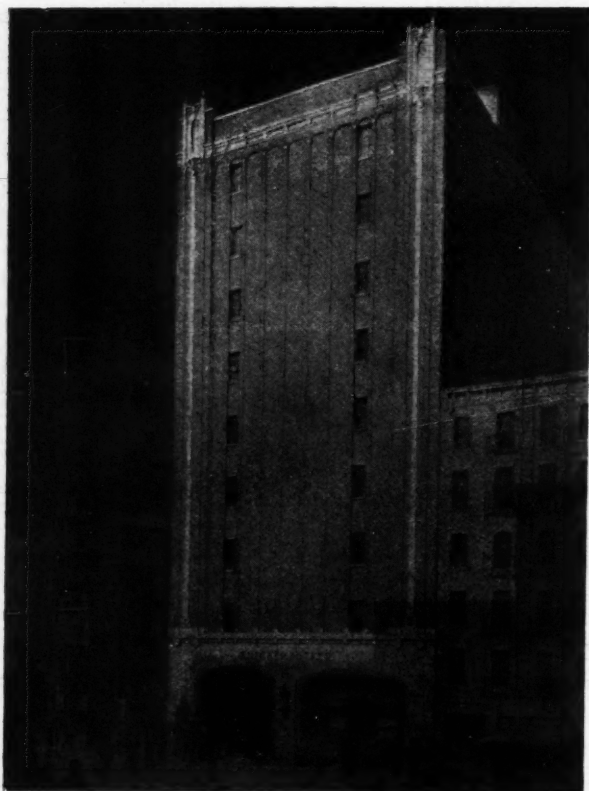
"Watch out!"



# WHAT'S WHAT IN NEW BUILDINGS

## LI

### Knickerbocker Storage Warehouse Co. New York City



THE household goods storage building now under course of construction in New York City for the Knickerbocker Storage Warehouse Co. is one more example of the high standard of modern warehouses now being built.

The building will be 50 by 100 feet, nine stories, mezzanine floor and basement. The entire structure, to be fireproof throughout, is so arranged as to insure lowest possible insurance rate on building and contents.

The super-structure will be of reinforced concrete. All floors are self-supporting, with curtain walls of brick and interlocking tile. In using brick and tile for inclosing walls the necessary rigidity and strength are attained; it is usually less expensive than a solid brick wall and has the additional advantage of being more or less a non-conductor of heat and moisture and this insures a much drier building.

The design is of simple Gothic architecture. The front elevation is most artistic and is treated with a rich cream-colored wire cut brick, trimmed with terra cotta. The first floor windows are protected with grilled steel bars of verde antique finish, suggesting security as well as adding to beauty of building.

Through a 15-foot arch the driveway enters at right front of building. The main entrance to public lobby is set in a 15-foot arch at left front of building and is of ample width and so arranged as to furnish illumination for front part of main lobby. A heavy metal lantern of artistic design is set in face of front of building between the two arches, illuminating the entrance, and adding to general attractiveness.

Entering the public lobby one will be impressed with the practical arrangement of office space and the pleasing manner in which the general decorative scheme has been worked out. The public lobby will have a

terrazza floor, with border and wainscoting of marble. The clerks' office, at rear of lobby and facing the front entrance, is separated from the public lobby by a marble counter. As one approaches the clerks' counter, attention is at once drawn to the heavy steel combination fireproof and burglarproof door of the silver vault. The silver vault is so located that all articles removed come under direct scrutiny of the entire clerical force, eliminating as far as possible any chance of petty theft. The trunk storage room, for storage of trunks, suit cases, satchels and parcels which customers wish to have access to during term of storage, is located to the rear of silver vault.

There is a foyer to right of the clerks' office leading to the passenger elevator, which operates to all floors. There are three entrances to the foyer, one from rear of manager's office, one from public lobby and one from clerks' office. To right of and opening from elevator foyer is a ladies' rest room and lavatory and men's lavatory.

Covering the space over the clerks' office, elevator foyer and manager's office is a mezzanine floor to be used for storage of pianos and victrolas. The mezzanine floor is set off with a wrought iron rail, which adds to the general attractiveness of the public lobby. Entrance to the mezzanine floor from the public lobby is gained by a staircase to the left of the clerks' counter.

The driveway entering the building from the front has a rolling steel door and is of sufficient width to care for two vans. The right side of the driveway ends at the freight elevator, which is so arranged that goods may be loaded or unloaded direct from van to elevator. The left side of the driveway ends at the shipping platform, which also connects with the freight elevator. The balance of the first floor space will be used for open storage, with entrance through the elevator from the receiving and shipping platform.

In the basement are located packing room, boiler room, and a fireproof vault for storing packing material.

The second and third floors are to be used for open storage. The fourth, fifth, sixth, seventh and eighth floors are to be used for private room storage. The ninth floor will be used for compartment storage.

The entire arrangement of building is such as to use every available cubic foot of floor space for an earning power, eliminating as far as possible any waste space, and assuring the very highest return on the investment.

The building was designed and is being erected under supervision of Moores & Dunford, Inc., of New York City.



# EQUIPMENT

NEWS AND REVIEWS

## New Machine Perfected for Labeling Bills of Lading



A SPECIAL freight house bill stamp and lading labeling machine has been perfected for which several distinct advantages are claimed.

### Individual Inspection

The machine not only identifies the bill and the articles to the bill, its place of origin, time, carrier, agent or clerk, but also requires an individual inspection of all packages received and the noting of any damage or shortage. With such information, recovered stolen property, damaged articles, strays, misroutes and unclaimed freight may be

quickly identified. Original bills or files can be referred to and delays and claims avoided. The great number of tracing and claim clerks can be cut down. Its use would do away with the great amount of stenciling that is done by many big firms under their present system.

### Minimizes Confusion

It is not claimed that this machine will detect concealed loss or damage or prevent damage which comes through careless handling, but it is claimed that if this machine is used a shipment can

never be confused with that of another, that immediate reference is at hand as to origin, route or record, and that it will curtail damage due to rough handling.

The machine makes an imprint on the bill of lading and a facsimile impression on the lading. The label is 1½ by 2 inches in size and therefore may be attached to any sized article of freight. Regardless of whether the shipment goes astray or is otherwise lost, reference to the original bill of lading is always available.

### Standard Acquires Brown Line

The Standard Conveyor Co. has acquired by purchase all the rights, titles and patents pertaining to the "Brown Portable" line—well known to warehousemen—of portable and sectional piling, elevating, conveying, loading and unloading machinery for the handling of packed and loose materials.

This line of equipment has been manufactured for the past ten years by the Brown Portable Conveying Machinery Co. at North Chicago. Until further notice the plant will be continued in operation by the Standard Conveyor Co., and all inquiries and correspondence regarding "Brown Portable" products should be addressed to the Standard Conveyor Co., "Brown Portable" Products Plant, North Chicago, Ill.

### Occupational Tax Decision

Commissioner Blair of the Internal Revenue Bureau, Washington, has announced in a decision that the occupational taxes, levied in the revenue Act of 1918, are applicable to tobacco warehousemen who collect commission for the sale of tobacco at auction through their warehouse. The collection of the commission, he said, placed the warehousemen in the category of brokers even though the producer merely sold their products through the warehouse auction facilities. Such methods, according to the ruling, put those who have them in charge in the business of negotiating sales and are therefore subject to the special tax.

The ruling was based on a recent decision of the fourth circuit Court of Appeals which affirmed a decision by the United States Court for the western district of Virginia.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## On Sale, F. O. B., Title Passes from Seller at Moment of Delivery, Court Holds

**I**N a recent New York case the Court pointed out that, on a sale, f.o.b., title passes from the seller at the moment of delivery to the carrier, and the fact that a bill of lading is made out to seller or order is no indication of a contrary intention. *Rosenberg Bros. & Co. vs. F. S. Buffum Co.* (N. Y., L. J., 1/8/23). The Court in this case said: "The seller is a California corporation doing business in San Francisco. Defendant-respondent, hereinafter referred to as the buyer, is a New York corporation, doing business in the city of New York. The action is for the purchase price of two carloads of dried prunes, according to the terms of written contracts executed in May and June, 1920. The contracts are of a standard form known as 'California Dried Fruit Contract (rail shipment) adopted by National Wholesale Grocers' Association of the United States and Dried Fruit Association of California.' Blanks for destination, routing and consignee are left unfilled. Time of shipment is 'October-November Seller's Option.' Quantity, size, grade and variety, bulk basis and price per pound are specified. Terms are stated to be 'f.o.b. Pacific Coast rail shipping point.' Terms of payment are fully specified.

"Provisions are made in general terms for routing. 'Seller shall, where possible, recognize routing named by buyer, but seller has option of selecting the initial line. \* \* \* Change in routing from rail to water shipment (if requested) is subject to seller's confirmation.' It is provided that 'notwithstanding shipped to seller's orders, goods are at risk of buyer from and after delivery to carrier.' Many details not applicable to the present controversy are also provided for.

"The seller, in November, 1920, placed the goods upon the cars in California for shipment to New York and received bills of lading therefor drawn to seller or order. The bills of lading indorsed in blank were forwarded to a bank in

New York with drafts for the price attached thereto and were presented to the buyer, who refused to accept them for the reason that the goods were forwarded without its authority. When the carrier notified buyer of the arrival of the goods at destination it refused to accept them for the same reason.

"One of the main points in difference was over the authority of buyer's agent, F. A. Morse, to execute the contract on its behalf. This was resolved in plaintiff's favor by the verdict of the jury.

"At the trial plaintiff obtained a verdict for \$19,072.20. The Appellate Division reversed the judgment, dismissed the complaint and reversed 'the finding of the jury that there was a delivery of the goods in question to the defendant.' The reversal was put on two grounds: First, the seller was not authorized by the terms of the contracts to ship the goods to New York without instructions from the buyer as to route and destination, and, second, the property in the goods did not pass to the buyer upon delivery f.o.b. at point of shipment. We held in *Standard Casing Co., Inc. vs. California Casing Co., Inc.* (233 N. Y., 413) that upon a sale f.o.b. title passes from the seller at the moment of delivery to the carrier; that the rule is subordinate to intention, but that the fact that the bill of lading is made out to the seller or order does not indicate an inconsistent intention. The case cited is conclusive on the question of delivery. When the title has passed the seller may sue and recover the purchase price, even though the buyer has refused to accept the goods (*Turner-Looker Co. vs. Aprile*, 195 App. Div., 706, aff'd 234 N. Y., —).

"On the other point the contracts are complete and their terms are plain. They are not mere options to be defeated by buyer's failure or neglect to send shipping instructions. So long as buyer took the position that no binding contract had been made it could not give such instructions even though it had been requested to do so. It is, therefore,

not prejudiced by seller's failure to ask for further directions.

"The contracts recite that Buffum & Co. of New York City, has bought the prunes for rail shipment, October-November seller's option, f.o.b. Pacific Coast rail shipping point. While the buyer might within a reasonable time after making the contract have sent instructions as to destination and routing and consignee, the contracts contained no provisions, express or implied, that seller should await instructions before shipping. The seller had the right to ship in October at risk of buyer after delivery to carrier to buyer's place of business, no other place having been indicated.

"The unfilled blanks were incidental merely. It was not necessary to fill them to complete the contract. *Loomis vs. N. Y. C. & H. R. R. R.* (203 N. Y., 359). They merely left the seller free in the absence of further instructions to ship the goods to buyer's place of business by such direct routing as the seller should select, consigned to buyer or to seller's order. If the buyer chose to leave these matters to the choice of the seller, or to repudiate the contract entirely, it may not now complain.

"The facts as to delivery are not in dispute. The reversal of the finding of the jury impliedly and necessarily included in its general verdict that there was a delivery was a reversal on the law. The Appellate Division could not disapprove the finding except on the evidence. It is not contended that there was no delivery 'f.o.b. Pacific Coast rail shipping point.' As no conflict of evidence or question of fact on which to base the reversal exists, disapproval of the finding of the jury on this point was erroneous and as matter of law the finding and verdict should be reinstated. *Waddle vs. Cabana* (220 N. Y., 18); *Goodman vs. Marx* (234 N. Y., 172, 174).

"The judgment of the Appellate Division should be reversed and the judgment of the trial court affirmed, with

**N**OW and then are printed inquiries submitted by subscribers to Distribution & Warehousing. These questions are of general interest to the men of warehousing and are, for that reason, selected for publication, from the many which have been received during the past month.

Is there any legal question you would like to ask? Send it in. It will be answered at once by mail—and, if of interest to storage executives generally, it will be printed, together with Mr. Kaiser's answer, on this page.

This service is without charge.

Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transportation and automotive affairs.



costs in this court and in the Appellate Division."

Hiscock, Ch. J.; Hogan, Cardozo, McLaughlin, Crane and Andrews, J.J., concur.

Judgment accordingly.

#### Common Carrier Case

**L**EGAL EDITOR, *Distribution & Warehousing*: On September 6, 1922, our firm contracted to transport a lot of household goods stored in our warehouse to Gary, Ind., a distance of about 25 miles, the balance of storage and cartage to be paid on the 29th of the same month, we receiving the owners' contract duly signed for same.

On Sept. 8 we loaded the motor truck in the same manner as we are accustomed to, and departed upon the journey.

Upon the outskirts of Gary the driver and his helper were notified by an automobile party going in the opposite direction that the truck was afire. Being beyond the city limits of Gary, and no water service being available, the truck and contents were a total loss.

Our case comes up for final decision on 20th, and the Court holds that we, being common carriers, are insurers. The goods were insured by owner but not by us and the company refused payment to the owner because goods were in transit.

Will you kindly give us your opinion or reference to any similar case.—*L. S. W., Chicago.*

Answer: If the Court has decided in your case, after reviewing the facts, that you are common carriers, there is certainly nothing I can say that would be of any value, particularly bearing in mind the thought that I have had no opportunity to examine the facts in your case. I might suggest, however, for the benefit of your attorneys, that if you were not regularly engaged in this business but merely carted this one lot of goods under a special contract, perhaps you ought not to be classed as a common carrier and in that event you would be liable only for negligence or failure to use the degree of care that an ordinarily prudent man would use toward his own property under like circumstances.

As the matter is in the hands of attorneys there is no reason why they cannot look up decisions on this point, as there are plenty of them.

#### Correcting Charges

**L**EGAL EDITOR, *Distribution & Warehousing*: In an issue of your magazine sometime ago there was an article in the legal viewpoint on the ruling of collection of corrected freight bills. What we want to know is this:

Is the transfer man responsible for corrected charges on freight bills?

For example, the billing on a freight shipment comes through and is collected by the drayman with his cartage charges on delivery of the consignment. Six months or a year later a railroad bill comes through the account of the drayman as follows:

### DIGESTS

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Minn.) Defendant, who rented a warehouse to plaintiff and agreed to buy potatoes for plaintiff and load them for shipment under contract entitling him to a specified sum for the rent of the building and for his services did not acquire a common-law lien on the potatoes in the warehouse for the amount due him by the plaintiff, since, to acquire a common-law lien, the claimant must have an exclusive possession of the property, independent and distinct from that of the owner.—*Varley & Co. vs. Oberg*, 189 N. W. 450. Key No. 30.

(Defendant did not have a lien on the potatoes in the warehouse for amount due him under the contract, under Gen. St. 1913, Secs. 7036 and 7037, providing for a warehouseman's lien for keeping or storing property.—*Id.*

(Del. Super.) The validity of a verdict against a succeeding warehouseman, naming an amount in damages for negligent loss and injury of the property stored, ordinarily depends upon the existence of evidence from which the jury may find not only the value of the goods when returned to bailor, but that the property came into the defendant's possession and was lost or damaged by his negligence, and its value when it came into his possession, and, in the absence of proof of either of these elements, a directed verdict for the bailee is proper.—*Schagrin vs. Bacon*, 117 A. 741. Key No. 34 (5).

(Mich.) Where bales of tobacco were delivered to a warehouse in good condition and returned damaged in such a way as did not usually occur by the exercise of proper care, negligence will be presumed, and the burden was on the warehouse keeper to overcome such presumption by evidence showing due care.—*Schwartz vs. Michigan Warehouse Co.*, 189 N.W. 1. Key No. 34 (5).

Freight bill No. 5608 did read.....	\$5.00
should read	10.00
Balance due	5.00

Can you send us this number of the magazine we have in mind? We would be very glad to reimburse you.—*The E. J. Kelley Co., Torrington, Conn.*

Answer: The opinion you refer to was published in the December, 1921, issue of *Distribution & Warehousing*, and was in answer to an inquiry similar to yours.

The answer to that inquiry was that a carrier must—that is, is required by law—to collect the extra charges when too low a tariff has been charged.

A leading case on that proposition is the case of *L. & N. R. R. Co. vs. McMullen*, reported in 5 Ala. App. Court Reports, at page 100, wherein it was held by the Court that under the Interstate Commerce Act a carrier must charge equal rates to all.

The railroad company, of course, must send the full information before it can collect the extra charges.

#### Mortgage Advisable

**L**EGAL EDITOR, *Distribution & Warehousing*: Does a warehouseman have the same kind of lien on goods, for cash loaned to depositor, while in storage by simply noting the same on warehouse receipt, as he has for storage, packing, freight and hauling charges, provided, of course, there is no recorded mortgage on the goods prior to storing and depositor can prove title to the goods? Would you advise taking a mortgage on the goods for the amount of the cash loaned?—*B. A. L., St. Louis, Mo.*

Answer: I certainly would advise you to take a chattel mortgage for the amount you loan just as you would do in any other case where you loan money, etc., and take personal property as security.

The notation on the receipt would doubtlessly be all right as between you and the customer if it was also noted that you were to have a lien for the amount you loaned but it would be no defense as to the claims of innocent third parties who might take a mortgage after the goods were stored, etc.

#### When Selling Goods

**L**EGAL EDITOR, *Distribution & Warehousing*: Would it be possible for you to send us a copy of the legal procedure taken in selling goods left in storage when the owner cannot be found and when the owner refuses to pay the storage account.

If this cannot be done without extra trouble to you, please advise us of the cost of obtaining this information and we will gladly send you the proper remittance.—*T. O. K. T. & S. Co., Norman, Okla.*

Answer: As we understand it in your State every person who, while lawfully in possession of an article of personal property, renders any service to the owner thereon by labor or skill employed for the protection, improvement, safeguarding or carriage thereof, has a special lien thereon dependent on possession for the compensation, if any, which is due to him from the owner for such services.

This lien is foreclosed in the same way a chattel mortgage lien is foreclosed. You should consult your local lawyer and have him attend to this for you, as it is a technical legal proceeding.



# WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

## Federal Rulings of Interest to Trade Associations

THE consent decree handed down in New York in January by United States Judge Knox, restraining the Gypsum Industries Association and its officers and members from doing anything in violation of the Sherman anti-trust law, was declared by United States District Attorney Hayward to be discouraging to the existence of trade associations.

While that may be true with regard to some industries, it would seem from the text of Judge Knox's decision that there need be no reason for discouragement on the part of the warehousing associations, which do not engage in producing or selling of commodities.

While the decree will undoubtedly serve as a precedent for trade bodies in some industries, it does not provide a complete code. Attorney General Daugherty, in Washington, points out that many features of association activities are yet to be passed upon—particularly in the Linseed Oil and Cement cases—by the United States Supreme Court.

The fact that trade associations are organized along so many different lines and engage in varied activities, it was pointed out in Washington, makes it impossible for any one tribunal's decision to establish one precedent for all. And certainly the activities of warehousing's associations are entirely different from those in which the gypsum body is engaged.

The Department of Justice and the Department of Commerce are on record in favor of Federal legislation which would relieve trade organizations from anxiety as to possible prosecution by the Government. Legislation of that character is pending in Congress, although there appears to be little anticipation that it will be enacted at the present session.

United States District Attorney Hayward's opinion that the gypsum decision reacts against association activities apparently is based on his thought that association meetings afford many opportunities for fixing prices, curtailing production, effecting division of territory and fostering other illicit trade abuses. Among acts prohibited under Judge Knox's consent decree are:

Agreeing to fix prices.  
Maintaining uniform prices.

Agreeing to advance or decrease prices.

Agreeing to communicate with one another as to proposed advances or decreases in prices.

Agreeing to limit or control the output for the manufacture or the manufacturers.

Agreeing as to distribution of territory or in favor or against any mail order house, cooperative buying association or dealer.

Agreeing to blacklist.

Agreeing to fix middlemen's discount to consumer.

Agreeing to adopt or follow any published price list.

Agreeing to enforce any arbitrary freight rates.

Mr. Hayward in his statement discussing the significance of the decree said in part:

"For the first time in the history of the Sherman law there is clearly set forth a code of principles governing trade associations and providing for what they are prohibited from doing with certain provisions in the specific case for what they may be permitted to do. The method devised is unique in the respect that it practically destroys the trade association and its regular weekly and monthly meetings, at which opportunities were afforded, as the Government contended, for open or illicit price-fixing by the group, for arrangements for the curtailment and limitation of production, and for designing and devising the many other abuses that have resulted from such trade association meetings.

"In place of the trade association the decree substitutes a non-profit-making corporation for the joint welfare of the numbers, with powers limited by the decree and by its charter or articles of incorporation to certain well defined and concededly lawful activities."

Further on in his statement Mr. Hayward admits that "there can be no question but that some features of the trade associations are genuinely beneficial to their respective industries."

Under Judge Knox's decree the following acts are permitted:

To promote use of products.

To deal with engineering and trade problems pertinent to the industry.

To carry on educational work through

schools, scientific bureaus and societies.

To assist in handling transportation problems. To deal with improved methods of plant and mine operation.

To maintain a credit information bureau.

Twenty-five corporations and nineteen individuals in the gypsum industries consented to the decree.

### Cost Finding Ruling

ACCORDING to an unofficial statement by Commissioner Nelson E. Gaskill, of the Federal Trade Commission, trade associations or groups interested in cost accounting may meet for the study of costs, the detection of errors, and the improvement of methods without contravention of law, and it is legal to make reports of such conferences to absent members, Government agencies and other interested parties. Mr. Gaskill further stated:

"I have previously expressed my firm belief that cost accounting is a legitimate trade association activity, and subsequent consideration has merely strengthened this conviction. Collective analytical study of the results of cost accounting furnishes an invaluable supplement to the individual cost accounting work. Comparison of results, analysis of results and the study and discussion of these results lead to the improvement of methods and the increase of efficiency. To prohibit collective study of costs for the purpose of their analysis, the detection of errors and the improvement of methods, is to shackle educative progress.

"Of course, the legal situation is confused by reason of the decisions in the Hardwood Lumber case and the Linseed Oil case and it will be some time probably before this confusion will be cleared by any additional authoritative decisions. Trade associations must, therefore, determine as accurately as they can the legitimate field of proper endeavor and, having so taken counsel, should, without hesitation, resting upon their legal advice and the clear consciousness of the propriety of their efforts, proceed without fear, willingly inviting the test of the Courts' consideration of their conduct."

## The A. W. A. in Convention at Cleveland



Photograph taken on opening day, December 6, 1922, at thirty-second annual convention of American Warehousemen's Association, Statler Hotel, Cleveland. Arrows point (left) to Newton D. Baker, president Cleveland Chamber of Commerce and former Secretary of War, and (right) to W. W. Morse, Minneapolis, president American Warehousemen's Association.

### American Warehousemen's Association

#### President's Message

**W. W. MORSE**, president of the American Warehousemen's Association, has addressed the following letter, under date of Jan. 22, to the organization's members:

"It is with a deep sense of gratitude and a sincere appreciation of your confidence shown toward me in re-electing me for a third term to the presidency of the American Warehousemen's Association, that I again undertake the duties and responsibilities of the office for the coming year.

"During the two years just passed it has been my constant effort to uphold and maintain the high standing of the American Warehousemen's Association in accordance with the high ideals and accomplishments of my predecessors and it has been no light and easy task to measure up to the standards of the able and high-minded men who have preceded me.

"In all my efforts I have been most ably and loyally supported by the board of directors and to their wise judgment and constant help and to the loyal and unrelenting efforts of the committees of the association is due whatever measure of success may have attended the work of the association during my administration.

"During the year 1922 the experiment was tried of issuing loose-leaf bulletins instead of monthly bulletins, which had formerly been issued. At the meeting of the board in Cleveland on Dec. 4 and 5

this matter was given very careful consideration and the board, by unanimous vote, decided to return this year to the former method of issuing monthly bulletins. The first number will soon be issued from the office of our secretary in Pittsburgh, and Mr. Criss earnestly solicits from each and every member as many contributions as you can possibly send him for publication in the issues of the bulletin.

"As we turn our thoughts to the new year, I earnestly invite your counsel and suggestions as to the lines of work which, in your opinion, should be undertaken and pushed by our various committees during 1923.

"There is so much to be done that I desire your advice as to what you believe is most important and should first be taken up. As I think of the work of our association during the past two years, the thought comes to me repeatedly that our work really lies along two lines. First, the objectives which we have sought to attain in our cost studies, our preparation of the Encyclopedia on Warehousing, our work in the simplification and standardization of forms and methods, and studies as to the best ways and means of conducting our business in its various branches.

"Second, in getting better acquainted with each other and in developing a spirit of goodwill and good-fellowship in our membership, so that no member would knowingly name a rate or take any action for his own advantage which would work harm in any way to a fellow member or to a customer. Inasmuch as the spirit is always greater than the letter of the law, so I am convinced the development of this spirit of mutual helpfulness and friendship in our ranks really means more for our association and for each member of it, than all our

### National Furniture Warehousemen's Association

#### New Members

**U**P to the holding of the New York convention of the National Furniture Warehousemen's Association the membership totaled 600 companies. At the recent meeting it was announced that twelve more companies had been admitted, to be announced later.

Election of the following companies brought the membership to the 600 mark:

City Truck & Transfer Co., San Jose, Cal. Partnership of C. H. James and W. H. James.

Eastern States Refrigerating Co., Springfield, Mass. William S. Parks is president and James A. Mahoney is treasurer.

Grandview Club Transfer & Storage Co., Kansas City, Kan. R. B. Brown is president, R. W. Radford is secretary and treasurer and A. T. Brugh is general manager.

Roberts & Ray (Leslie's Storage), Winnipeg, Canada. E. W. Ray is manager.

Neptune Storage Warehouse Co., New Rochelle, N. Y. Charles Kirschenbaum is president and manager and Benjamin F. Kirschenbaum is secretary.

accomplishments along objective lines, and if there is one wish I would send you for the new year more than another, it is that we may all strive more earnestly this year than ever before to attain the highest ethics in our profession and to



make our motto for 1923 'Service, not self.'

"Looking forward to the new year, I again pledge you my best efforts in behalf of the association during 1923 and I solicit the loyal and generous support which you have so freely given me during the two years just passed."

#### New Members

**T**HE following companies have been elected to membership in the American Warehousemen's Association, it is announced by Charles L. Criss, Pittsburgh, secretary:

Brockport Cold Storage Co., Brockport, N. Y. Affiliating with cold storage division. Gifford Morgan is president and manager, and F. D. Hebbard is secretary and treasurer.

George J. Cooke Co., Chicago. With cold storage division.

Des Moines Ice & Fuel Co., Des Moines, Iowa. With cold storage division. J. Muethaupt is president. J. G. Black is vice-president and manager. J. H. Duro is secretary and S. H. Blount is treasurer.

Dorchester Fireproof Storage Warehouses, Boston. With household goods division. Francis E. Buckley is president and treasurer; M. A. Fleming is secretary and B. F. Buckley is manager.

El Paso Ice & Refrigerator Co., El Paso, Tex. With cold storage division. J. C. Payton is president and general manager.

McKinley & Leachman Transfer & Storage Co., Amarillo, Tex. With household goods and merchandise divisions. W. T. Leachman is president and manager, and J. R. Kinley is secretary and treasurer.

National Bonded Warehouse, Atlanta, Ga. With merchandise and household goods divisions. F. J. Monroe is president, treasurer and manager, and W. H. Briggs is secretary.

Pacific Storage & Warehouse Co., Omaha, Neb. With merchandise division. Harry H. Viner is president and manager, V. C. Hascell is secretary and William Young is treasurer.

Railway Terminal Warehouse & Storage Co., Green Island, Troy, N. Y. With merchandise division. M. A. Porter is president, K. G. Herrick is secretary, and James Geary is treasurer and manager.

#### "Bulletin" Restored

In accordance with action taken by the directors at Cleveland in December, publication of the monthly *Bulletin* was resumed beginning with the issue appearing in January.

Only enough copies will be printed to supply A. W. A. members, public libraries, departmental bureaus and other associations and publications with which exchange is made.

### National Distributors' Association

#### Research and Service

**F**OR the benefit of shippers, who distribute through public warehouses a research and service bureau—an "information clearing house"—is being organized by the National Distributors' Association under the direction of Roy O. Eastman, head of R. O. Eastman, Inc., a research and sales organization in Cleveland.

Mr. Eastman, widely known in his line of work and in the advertising world, has been made managing director of the N. D. A., by authorization conferred by the N. D. A.'s directors, at the association's Cleveland convention last December, upon the president, John Simon, manager branch distribution, Keystone Steel & Wire Co., and the secretary.

The sales campaigns of two of the N. D. A.'s members, the Citrus Soap Company of California, San Diego, and the Niagara Alkali Co., Niagara Falls, N. Y., are in Mr. Eastman's charge.

The building of the membership in the traffic managers' organization will be under the supervision of Mr. Eastman, whose representatives will make personal calls on presidents, sales managers and traffic officials of manufacturing companies to point out the advantages of being identified with the association.

The new managing director's ideas as to what might be accomplished were outlined briefly in a talk at the Cleveland convention, when he said in part:

"As no man here would deny, this association, this nucleus of brave men who started out, represents a real purpose—represents a big purpose in the business of the country—and it deserves a big growth. The only reason it hasn't grown as we hoped is because there hasn't been the opportunity for organized work.

"One thing that is quite apparent in all these meetings is the decided unity of interest on the part of those who employ warehouses, and those who render the service. There doesn't seem to be any division of opinion, but rather a disposition on the part of both interests to unite toward the service of all industry.

"One thing we want to do in our organization is to crystallize the service of the association through a very active service department. Obviously that service department will be successful only to the degree in which it is useful—to the degree to which it is actually serving.

"We don't want to limit that service, and there should be a very real opportunity to extend the interest in this association in the way of perhaps an associate membership to those who are interested in our problems and whose interests would be served in the solution of those problems. I am thinking of a good many business institutions, such as the advertising agents, who are interested in

everything pertaining to the distribution of goods and who are good advertisers, and their interest in any movement is such as will tend to make that movement better known and recognized.

"We want to give those forces that will directly benefit by the service an opportunity to contribute toward that success. We have real problems and any man who has his interests at heart has to give them a lot of attention to get anywhere. There are a good many manufacturers who, while not using warehouses at all, are extremely interested in warehouses, and who would not contribute to our active membership but whose cooperation would be very valuable to us."

It will be recalled that at the Cleveland convention the N. D. A. created an associate membership class, with annual dues amounting to one-half the dues of active membership. Under this arrangement, "any business concern not eligible to active membership, having an interest in the shippers' problems relating to physical distribution of merchandise, except businesses engaged in rendering distributive service, shall be eligible to such associate membership," participating in the service benefits, attending open meetings, and taking part in discussions, but not possessing voting power.

#### Shipments to Mexico

The Mexican Chamber of Commerce of the United States, in a communication to the National Distributors' Association, urges that it would be advantageous to all shippers of merchandise to Mexico to mark "FOR EXPORT" clearly on such shipments and mention the final destination of the goods in Mexico. This information should be stated also in the bills of lading of the United States railroads, the Chamber states, in order to minimize loss of time.

The Chamber, located in the Woolworth Building, New York City, has on file copies of rates which apply from various American cities to the border ports of entry at Laredo, Eagle Pass, El Paso and Brownsville. On many carload commodities the rates have been reduced.

#### New Finance Committee

The N. D. A.'s president, John Simon, manager of branch distribution, Keystone Steel & Wire Co., Peoria, Ill., has appointed, to serve with himself on the finance committee, Eugene Kellogg, traffic manager, Kellogg Toasted Corn Flake Co., Battle Creek, Mich., and John J. Sinnott, traffic manager, F. F. Dalley Co., Hamilton, Canada.

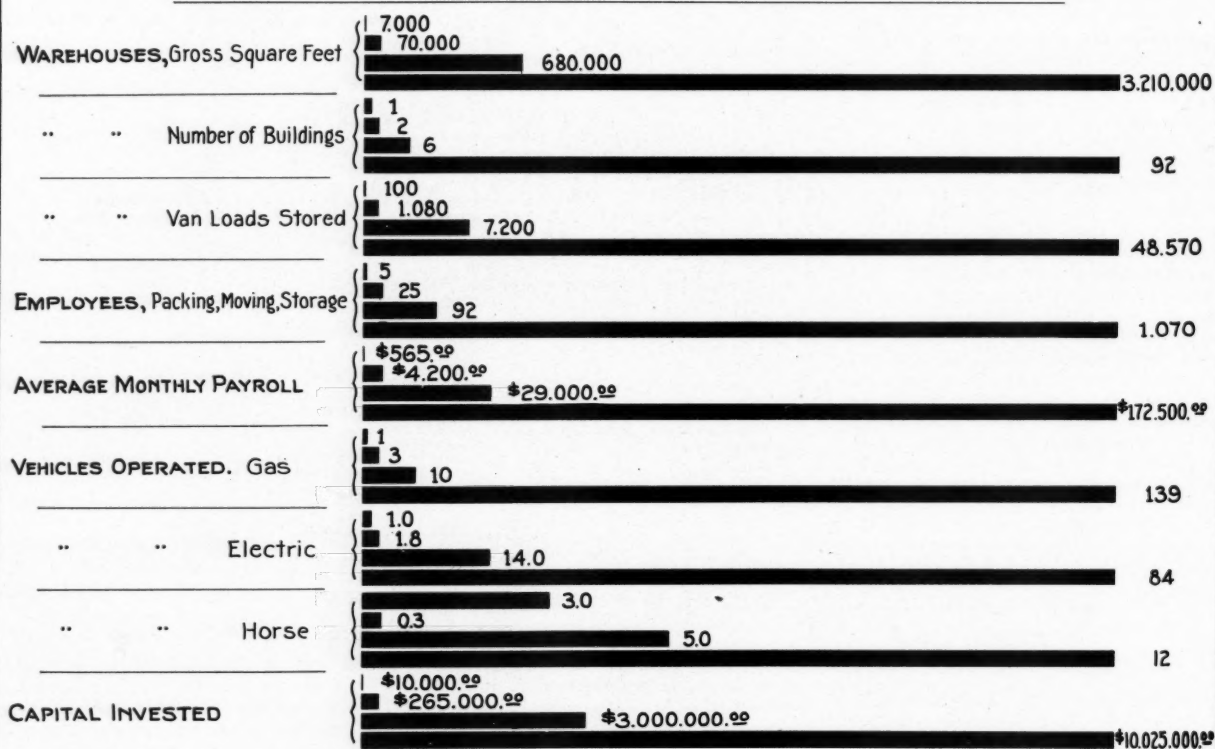
#### Class Rate Digest

The State Law Reporting Co, 1036 Woolworth Building, New York City, now has available, at \$10 a copy, a digest, containing 80 printed pages including exhibits, of the hearing begun last October by the Trunk Line Association to consider the question of establishing a scale of class rates within Trunk Line



President, Charles S. Morris, president Metropolitan Fireproof Storage Warehouse Co.; vice-president, William R. Wood, secretary Liberty Storage & Warehouse Co.; secretary (relected), William T. Bostwick, president Thomas J. Stewart Co.; treasurer (relected), E. H. Milligan, Lee Brothers, Inc. Directors: Walter C. Reid, vice-president Lincoln Safe Deposit Co.; Grant Wayne, manager West End Storage Warehouse; William A. Meikleham, vice-president Manhattan Storage & Warehouse Co.; John E. Cassidy, treasurer Nineteenth Street Storage Warehouse, Brooklyn; Albert Fink, president Chas. E. Bowman

# SURVEY OF THE NEW YORK FURNITURE WAREHOUSE INDUSTRY



THE NEW YORK FURNITURE WAREHOUSEMEN'S ASSOCIATION, INC.

NEW YORK  
—BY—

Chart presented at New York association's convention by Charles Milbauer, chairman of survey committee. The four sets of figures shown represent (a) minimum for any one member house, (b) average, (c) maximum for any one member house and (d) aggregate for all members reporting (figures at extreme right). Of the association's 70 members, 44 reported and on their returns the chart is based. Mr. Milbauer estimated that the total capital invested as shown, \$10,025,000, is underestimated by about \$10,000,000.

Co., Brooklyn, and George Kindermann, president Julius Kindermann & Sons, Inc.

Grant Wayne in his report as retiring president extended a welcome to the N. F. W. A. members present and called upon all to rise in silence for a moment in tribute to the late Charles L. Carbrey, long a prominent member of the New York body. Mr. Wayne stressed the improvement of conditions during the last six months of 1922 and was optimistic as to the future.

The report of Mr. Bostwick as secretary showed a membership of seventy, with five applications pending, as compared with fifty-eight a year ago.

Walter C. Reid, as historian in connection with the anniversary, reviewed the association's quarter-century of activity. This may be summarized in the following information supplied by Mr. Reid to the *N. F. W. A. News*, which was published daily by *Distribution & Warehousing* during the two conventions:

## History

"The New York Furniture Warehousemen's Association had its inception at

world-famed Coney Island, in July, 1897. Walter C. Reid, then warehouse superintendent and now vice-president and general manager of the Lincoln Safe Deposit Co., had been mulling over the idea and he and Charles R. Saul, then and today head of the Columbia Storage Warehouses, went to Coney Island and hatched the conspiracy.

"On Oct. 14, 1897, a temporary organization was formed at the Lincoln's offices by the Lincoln, the Columbia and the following: Washington Storage Warehouse & Van Co. (since absorbed by Lee Bros., Inc.); Brooklyn Warehouse & Storage Co.; New York Fireproof Storage Warehouses; Union Transfer & Storage Co.; New York Storage Warehouse Co.; Morgan & Brother; Haeger Warehouses; Globe Storage Warehouses (now Day & Meyer, Murray & Young, Inc.), and Hetherington Storage Warehouses. Several of these no longer exist.

J. H. Jones (Union) was elected president; W. H. Wayne (Brooklyn), vice-president; M. T. Murray (Morgan), treasurer; and Mr. Reid (Lincoln), secretary—a position he filled for fourteen years. At that time Mr. Reid was secretary of the American Warehousemen's

Association and also head of the household goods division.

"It was in January, 1898, that the N. Y. F. W. A. was permanently organized, at the offices of the Brooklyn company. The temporary officers were re-elected and this executive committee was chosen: The officers and Mr. Saul (Columbia), Charles P. Corbit (Haeger), S. E. Noble (Washington), T. J. O'Reilly (New York Fireproof), A. B. Yetter (Globe).

## Early Associate Members

"It had been planned to hold annual conventions only, but the demand arose for monthly meetings, which were begun in the summer of '98. The earliest activities centered on standardizing the warehouse receipt and on successful blocking of unfavorable legislation at Albany.

"A few years later the association began publication of monthly proceedings. These records attracted the attention of warehousemen elsewhere. Among the first to become associate members were the Graham's Storage Warehouse Co., Baltimore; Lincoln Warehouse & Van Co., Chicago; Fidelity Storage & Warehouse Co., Philadelphia; the present Security Storage Co., Washington, D. C., and the present Boston Storage Ware-

house Co. By the time the National Furniture Warehousemen's Association was organized, summer of 1920, the New York body had nearly 300 members. With the birth of the National the local associations dropped their out-of-town members and today the N. Y. F. W. A. is represented by seventy companies, with several applications pending.

"At various times the N. Y. F. W. A. has had as presidents J. H. Jones, William H. Wayne, Walter C. Reid, Charles R. Saul, Charles P. Corbit, F. L. Latham, A. B. Yetter, and, today, Grant Wayne. Tomorrow?

"In the early days the N. Y. F. W. A. held outings at Manhattan Beach, Long Beach and Glen Island, but the first really out-of-town affair was at Saratoga Springs, N. Y., on July 10, 1905, with a day's fun at Lake George. In those times rooms at the Springs were a dollar a day—with a bath shared by three if they were not lucky."

#### Leasing Dates

Mr. Morris in his report as chairman of the insurance committee said compensation rates had been reduced slightly and he believed they could be further reduced, while liability rates were still high. He suggested rigid inquiry when arranging for liability coverage. He urged the members to consider collective purchasing of insurance.

On behalf of the transportation committee Arthur J. Morgan, its chairman, recommended quoting on the hourly basis only and not on the load or contract basis.

This same point was emphasized earlier by Secretary Bostwick as "the sane and sensible basis." Mr. Bostwick declared that with some vans containing 250 cubic feet, some 400 and others 500, rates should be quoted on the cubic foot basis.

William R. Wood in his report as chairman of the cost accounting committee urged members to add fair profits to actual cost of work and to follow "the middle course" rather than either charge too much and lose business or too little and lose profits.

An interesting report was one by the October leasing committee, John G. Neeser chairman. The local association's fight to have three leasing dates established—Sept. 1, Oct. 1 and Nov. 1—instead of Oct. 1, as at present, was reviewed by Mr. Neeser, who declared that real estate, electric and gas, decorating, painting and kindred interests were favorable to the idea. He predicted the plan would be carried out during the coming few years.

Charles Milbauer as chairman of the survey committee presented a chart (shown on page 40) indicative of the magnitude of the capital, equipment and area of members of the New York association.

On the night of Jan. 17 the twenty-fifth anniversary banquet of the New York body was held in the grand ball room of the Pennsylvania Hotel. Mr. Morris, presiding, was presented with a rosewood gavel and marble block on be-

half of the Pennsylvania Furniture Warehousemen's Association by the latter organization's president, Walter E. Sweeting, Philadelphia. Several hundred N. F. W. A. members attended this affair. A photograph is shown on page 9.

### Illinois Association of Warehousemen

#### Election of Officers

THE Illinois Association of Warehousemen (merchandise) held its annual meeting on Dec. 12 and elected officers and directors for 1923 as follows:

President, Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago.

First vice-president, Wilson V. Little,

#### Elmer Erickson



Elected president  
Illinois Association of  
Warehousemen

superintendent Western Warehousing Co., Chicago.

Second vice-president, Clarence A. Ullman, secretary Federal Warehouse Co., Peoria.

Secretary, George W. Pickett, associate manager Ontario Warehouse Co., Chicago.

Treasurer, Neils H. Ohlrich, secretary West Side Warehouse Co., Chicago.

Directors: H. D. Crooks, general manager Crooks Terminal Warehouses, Chicago; Roy C. Griswold, president Griswold & Walker, Inc., Chicago; J. Edward Lee, president Currier-Lee Warehouse Co., Chicago; G. M. McConnell, president Railway Terminal & Warehouse Co., Chicago; A. H. Millward, manager Wakem & McLaughlin, Inc., Chicago; S. H. Verrall, general manager Sibley Warehouse & Storage Co., Chicago, and Mr. Erickson and Mr. Ullman.

President Erickson, on Jan. 17, announced appointment of the following general committees:

Cost Finding—Sidney A. Smith, chair-

man; Frank Chadwick, Albert Peterson, A. H. Millward and H. E. MacNiven.

Legislative—J. Edward Lee, chairman; G. M. McConnell and W. A. Munson.

Entertainment—L. V. Morrell, chairman; Joseph Crooks, J. S. Jackson, Roy C. Griswold and J. Edward Lee.

Membership—S. C. Tooker, chairman; Clarence Ullman, Wellington Walker, H. L. Drennen and H. D. Crooks.

Publicity—J. Edward Lee, chairman; V. N. Krolly, Donald Macomber, Howard K. Johnson and H. F. Partridge.

President Erickson announced also the following special committees:

Cold Storage—W. G. Morgan, chairman.

To investigate conditions at terminal warehouses—Wilson V. Little, chairman; William J. Buchanan, G. H. Anderson, A. H. Millward and J. U. Nicolson.

### Pacific Coast Furniture Warehousemen's Assoc.

#### Long Distance Removals

A TENTATIVE plan looking toward protection of the long distance removals business for household goods storage companies was placed before the Pacific Coast Furniture Warehousemen's Association at its January meeting by F. L. Allen, president California Fireproof Storage Co., Los Angeles, as chairman of a special committee appointed previously to make an inquiry on behalf of the Pacific Coast organization.

In greater detail the plan will be presented at the mid-winter convention, to be held at Santa Barbara on Feb. 23 and 24, when more northern members are expected to be present than attended the January meeting, held on the 3d in Los Angeles.

As outlined by Mr. Allen, it is suggested that the association organize and incorporate a non-stock, non-profit, co-operative body under the laws of California. Capital would be borrowed, either from warehouse companies, or from banks on the joint note of storage executives. This capital would finance operation of trucks, preferably rented from the members of the new association, dividends to be paid on the basis of tonnage offered. Each firm participating would deposit a sum of money to guarantee delivery of all shipments to the new association, the deposit to be forfeited in event of bad faith.

Two committees were appointed in connection with the mid-winter meeting—on arrangements, Milo W. Bekins, Los Angeles, chairman, and Frank R. Palmtaer, Los Angeles, and Mr. Duffy; and on program, E. B. Gould, San Diego, chairman, and Judson M. Davis, Los Angeles, and H. M. Burgeson, Los Angeles.



**Insurance Plans**

Discussion of transit insurance led to general opinion that this was considered advisable on all shipments, covering theft and pilferage, as the rate shown, 75 cents, was thought to be equitable.

The organizer of the Laundry Owners Association Cooperative Insurance Bureau, Mr. Simpson gave the members a talk on the activities of that organization. Prior to the formation of the bureau the compensation insurance rate on delivery wagon drivers was \$1.85. Through the bureau the laundry owners arranged mutual underwriting and the rate immediately dropped to 71 cents and later to 62 cents. It was brought out that such a cooperative plan could be worked out for any association in California by depositing \$50,000 with the State Insurance Commission; deposit is made in the form of any acceptable securities, the interest on which is returned to the individuals participating in the deposit.

It was found to be necessary that the payroll should reach at least \$1,000,000. A canvass of nine Los Angeles warehouses showed a gross payroll of \$500,000, indicating that a million-dollar payroll by the P. C. F. W. A. would not be difficult to show.

An insurance committee—Judson M. Davis, Frank Brock and F. R. Palmateer—was authorized to prepare a plan setting forth something definite along this line for the association.

Mr. Burgeson reported regarding the proposed Blue Book, to contain instructions for employees, and was authorized to have 5000 copies printed for distribution among P. C. F. W. A. and N. F. W. A. members.

The Pacific Transfer, Van & Truck Co., San Diego, and the San Diego Truck Co., San Diego, were admitted to membership.

**The December Meeting**

At the December meeting, held on the 13th in Los Angeles, a packing rate committee, with Mr. Burgeson as chairman, was created. The committee plans to work out and present a complete packing tariff table.

Announcement was made of the resignation of J. W. Cameron as secretary. Formerly with the California Fireproof Storage Co., Mr. Cameron has retired from warehousing to enter the field of finance.

The subject of compensation insurance was discussed and it was brought out that the rate on this class of coverage had recently been increased by the State Insurance Bureau, notwithstanding, it was declared, that insurance companies have been declaring 20 to 35 per cent dividends while the lower rate prevailed.

The City Transfer & Storage Co., San Jose; Dye Transfer Co., Bakersfield, and Morrison Transfer, Van & Storage Co., Pasadena, were elected to membership.

**Illinois Furniture Warehousemen's Assoc'n****"Christmas Cheer"**

THE December meeting of the Illinois Furniture Warehousemen's Association, held at the Traffic Club, Chicago, was a "Christmas Cheer Party." Each member brought with him an inexpensive present, and these gifts were distributed by "Bill" Hoage disguised (?) as Santa Claus. Ralph Wood, secretary of the N. F. W. A., was the "consistent speaker" of the evening, according to Arthur W. Reebie, secretary of the Illinois body.

Long distance removals by motor truck were discussed and it was voted that a special committee be appointed to conduct an inquiry and work with the N. F. W. A.

The evening's guests were Robert Robertson, general agent of the Union Pacific, and Clarence A. Garrett, secretary-treasurer of the Garrett Transfer & Storage Co., Inc., Pocatello, Idaho.

The Palace Storage Co. was elected to membership.

**Warehousemen's Ass'n of Port of San Francisco****Legal Fund Denied**

W. E. JONES, vice-president of the Warehousemen's Association of the Port of San Francisco, has taken cognizance of reports that the organization is campaigning to raise \$5,000 to promote legislation at Sacramento adverse to proposed improvement of warehouse facilities, by issuing a denial, which was published in recent issues of several San Francisco newspapers.

**Michigan Warehousemen's Association****A Newcomer**

ANOTHER storage executives' organization came into existence on Dec. 5 when the Michigan Warehousemen's Association was formed, at a meeting of Wolverine company officials held in Detroit. Officers and directors were elected as follows:

President, H. H. Stevens, head of Harry H. Stevens Co., Flint.

Vice-president, H. G. Beebe, secretary, Union Truck & Storage Co., Jackson.

Secretary-treasurer, H. H. Hardy, secretary, Fireproof Storage & Transfer Co., Lansing.

Directors: L. H. Tanner, owner, Central Storage Co., Detroit; A. H. Shank, secretary, Shank Fireproof Storage Co., Grand Rapids; E. F. Raseman, treasurer, National Storage Co., Kalamazoo; H. B. Godfrey, Ann Arbor; A. A. Leonard, secretary, Leonard Warehouses, Inc., Detroit.

**Ohio Warehousemen's Association****Yearly Convention**

BUSINESS conditions and State legislative situations were the chief themes of discussion at the annual meeting of the Ohio Warehousemen's Association, held in Columbus on Jan. 9. Officers were elected as follows:

President, Alton H. Greeley, president General Storage Co., Cleveland.

Vice-president, N. J. Cummins, treasurer Cummins Storage Co., Canton.

Secretary, F. C. Hackett, president Toledo Terminal Warehouse Co., Toledo.

Treasurer, A. W. Neal, president Neal Fireproof Storage Co., Cleveland.

In the presence of warehousemen from Dayton, Cincinnati, Cleveland, Canton, Toledo, Mansfield and Columbus, Edward Wuichet, president Union Storage Co., Dayton, retiring president, stressed the necessity for Ohio's warehousemen to keep their association active. The circumstance that the State legislature had not been in session during the past year had made the president's work light, he commented, and called attention to the elimination of transportation interests from the association's affairs, enabling the organization to devote its time exclusively to warehousing.

Each member present reported regarding business conditions and the reports indicated the past year had been a good one and that the sheriffs will reap no harvest from bankruptcy fees.

One member cited a claim having been adjusted arising out of the use of a negotiable receipt issued (by an organization taken over) on which the words "said to contain" had not been included. The receipt covered a carload of ingots listed as "bronze" which later proved to be yellow brass. The claim was adjusted by the warehouseman paying the difference in the value of the two commodities.

Another member reported a recent loss from leakage of a standpipe. The evidence showed that during a blaze the fire department placed an extra heavy pressure on the main and this blew off a coupling on the top floor of the warehouse. An ensuing deluge from a four-inch pipe was not discovered until water began pouring through a lower floor. The speaker was of the opinion that as a business proposition between storer and customer the warehouseman would be obliged to adjust the claim.

The delegates approved a plan for making uniform throughout Ohio a schedule of rates covering the handling

of unclaimed freight received from various transportation companies. This is thought to be the first State warehousemen's association to take action along this line. In this connection the members were much interested in the rates put into effect on Jan. 1 by the Union Storage Co., Dayton (see illustration).

W. Lee Cotter, Mansfield, head of the Cotter warehouses of Ohio, alluded to the success of the State warehousemen in defeating, at the last session of the legislature, the Miller bill which provided for a tax of 1 3-10 per cent on gross receipts of all transportation and storage companies. He urged that warehousemen must keep "an ear to the ground" to detect presentation of unfavorable legislation which for lack of attention might be enacted.

Mr. Cotter called attention to a new measure, drafted by a new member of the legislature, providing for taxation of 4 per cent of gross receipts of warehousemen, transportation interests and public utility organizations, the funds to go to the credit of the State's highway improvement fund. Discussion developed the absurdity of the bill and it was believed that the measure would never pass.

Discussion of a proposed gasoline tax of 1 to 4 cents a gallon, the money to be used for State highways, disclosed that Ohio's automotive interests are opposed, and the warehousemen agreed to use their influence to block its enactment.

The delegates discussed also a proposed bill which would restrict the width of moving vans on highways. It was brought out that some of the members engaged in inter-city moving have instructed their drivers to come to a standstill when trucks approach them on narrow roads and allow the other trucks to pass; and that if the other trucks become stalled in the mud, the warehousemen's drivers are under orders to help them out.

### National Team & Motor Truck Owners' Assoc.

#### Convention Plans

THE annual meeting of the National Team and Motor Truck Owners' Association, which includes many warehousemen among its membership, will be held in Milwaukee on June 25, 26 and 27.

The directors met in Columbus on Jan. 8 and 9 and made preliminary arrangements for the June convention, a special committee being appointed comprising Frank B. Giles, Chicago; E. Foster Moreton, Detroit; E. A. H. Baker, manager, Kennicott-Patterson Transfer Co., Denver; Frank A. Britton, St. Louis; Barney Devine, Philadelphia, and Gerald Harvey, New York.

Extensive legislative and publicity programs were outlined at the Columbus meeting, and a ways and means committee was appointed to arrange for

UNCLAIMED FREIGHT RATES						
Effective January 1st, 1923						
THE UNION STORAGE COMPANY						
DAYTON, OHIO						
Shipment	100 lbs. 1st day	Additional 1st day	Per 100 lbs. per day thereafter	First Day	Thirty Days	
100 lbs. to 500 lbs.			Minimum	\$ 1.00	\$ 1.50	
500 lbs.	\$0.60	\$0.15		1.20	2.65	
1,000 lbs.	.60	.10		1.50	4.40	
2,000 lbs.	.60	.10	.01 per 200 lbs. per day	2.50	5.40	
3,000 lbs.	.60	.10	.01 per 300 lbs. per day	3.50	6.40	
5,000 lbs.	.60	.10	.01 per 1,000 lbs. per day	5.50	6.95	
20,000 lbs. or over	.60	.10	.01 per 1,000 lbs. per day	20.50	26.50	

*The Ohio Warehousemen's Association is planning to make uniform the rates charged by members on unclaimed freight. Above tariffs of the Union company of Dayton were presented at the association's annual convention as an example*

placing an organizer in the field who will report at the Milwaukee convention. On the ways and means committee are Thomas O'Brien, Detroit; A. T. Barton, Kansas City, and C. W. Judd, Detroit. It was voted to assess every member \$1 toward the additional funds necessary to finance the work of the secretary's office during the first half of 1923.

### Kansas City Team & Motor Truck Owners' Assoc.

#### Officers Elected

AT a recent meeting the Kansas City Team and Motor Truck Owners' Association, including warehousemen in its membership, elected officers and directors, who were installed on Jan. 9, as follows:

President, Harry H. Barton, elected for third successive time; first vice-president, J. A. Davis; second vice-president, Walter Stratton; secretary, C. E. Wayne; treasurer, Roy Stubbs. Directors, A. T. Barton, E. S. Bradbury, H. S. Evans, E. P. Goodloe, D. T. Hobbs, George Riley and George Waring.

### Pennsylvania Furniture Warehousemen's Assoc.

#### Convention on Feb. 13

THE annual meeting of the Pennsylvania Furniture Warehousemen's Association will be held on Feb. 13 at the Hotel Adelphia, Philadelphia, it is announced by Walter E. Sweeting, president.

The business session will begin at 3 p. m. and the banquet at 7 p. m.

### New York State Cold Storage Association

#### Mid-Winter Meeting

THE New York State Cold Storage Association will hold its mid-winter convention at the Powers Hotel in Rochester on Feb. 14. The meeting will be opened with a luncheon at noon, followed by a business program.

This convention is of more than passing interest for the reason that it marks the tenth anniversary of the association, which was organized on March 7, 1913. Tributes will be paid to the men who have so successfully conducted the association's affairs during the past decade. The organization's president, J. R. Shoemaker, vice-president of the Hygeia Refrigerating Co., Elmira, will be in the chair.

### Ohio Association of Commercial Haulers

#### Yearly Meeting

WAREHOUSING interests were well represented and took a prominent part at the third annual convention of the Ohio Association of Commercial Haulers, held at Columbus on Jan. 8, 9 and 10. Legislative conditions occupied much of the attention of the delegates, owing to the numerous proposed Federal and State bills pending affecting motor truck operation, and emphasis was given to the necessity for cooperation with other associations in efforts to prevent enactment of unfavorable statutes. F. C. Hackett, president of the Toledo Terminal Warehouse Co., voiced assurance of cooperation by the Ohio Warehousemen's Association, of which he is secretary.

Following an address of welcome by



James J. Thomas, mayor of Columbus, a talk on the need for organization, and on the application of the Golden Rule in dealing with competitors, was made by J. X. Galvin, president of the National Team and Motor Truck Owners' Association. In a talk later, at the banquet, Mr. Galvin touched upon warehousing. Alluding first to the commercial haulage business he said:

"There is not a business that I know of where there is less compensation for the risk that we entail. We take a load of silk or cotton or clothing. Just list how much commercial value you have there. The railroads make a differential rate on these commodities, based on bulk and value.

#### Points to Warehousing

"We don't do that. We haul a load of silk or shoes sometimes for a less rate than we will a load of something less valuable. Why shouldn't we protect ourselves the same as the railroad or any other company? Take your insurance companies. What do they do? There is no business in the world that has a more detailed set of facts than have the insurance companies. Their whole business is based on years of experience—rates that are based on experience.

"Let's try to educate the other fellow and you won't have any opposition from the merchants. Look what the warehousemen have done to educate their people. Eleven years ago there wasn't a warehouseman in the country that made a dime—if my information is correct. Then there was a wonderful interest taken. Warehousemen compiled figures and showed where they were making a loss. Why were they making a loss? Because they didn't know their business, that's all. But when they got the facts and woke up they had no trouble selling the merchants.

"We have tried to make a hauling charge and it is a matter of education that I beg you to interest yourselves in and look into, and intelligently discuss among yourselves, because if you don't some one else is going to come along and run this hauling business on an efficient and economical basis, and they will have a most wonderful opportunity.

#### Prepare for State Control

"I want to advise you to consider the public utilities act in the various States. In my opinion we are going to have the hauling business for hire under the public utilities act. I know that in Illinois some of my very good friends in the warehouse business were called upon to submit their figures and rates and one thing and another, and they had to do it in a hurry. In filing those rates they were not prepared and had no cost data, so they went in the best way they could and got a set of rates. Afterwards they started to operate and got their cost system working and they found the rates were inadequate. It took a certain length of time to get the rates changed and there was an uphill fight with plenty of opposition.

"Study your hauling costs in Ohio!

You must get your hauling cost on a right basis and see that there is something left for yourselves."

After dealing at some length with this question of reasonable paying rates, Mr. Galvin turned his attention to the quality of the industry, saying:

"Some of you storage people are just a growth of the cartage industry. You just grew into the storage business, and there was public and commercial hauling before there was any storage. Some of the storage men think they are just a little bit better than the team owners. But they are not.

"I know team owners and truck owners in the country who have more red blood in their veins than some of the warehousemen. Let's get down to a basis where we all work together. Let's be square and cooperate! Here is this man Greeley—I have known him for a number of years and he will get out and work, and there are other men who get out and work."

Mr. Galvin's allusion was to Alton H. Greeley, Cleveland, newly-elected president of the Ohio Warehousemen's Association. Discussing some of the points in Mr. Galvin's talk, Mr. Greeley said:

"He has referred to the cost of operation. I am sure there were many real facts stated by him on the conduct, particularly of the cartage and hauling business in the early days, of taking a job at a low figure in order to be sure that you were going to do business—whether it paid or not.

"I hope that those days, not only in the haulage industry but in the storage industry as well, have passed. I cannot conceive how any one can be successful in any line of business without knowing just what his cost may be. I think that the commerce of the country today insists upon receiving service and they are paying a certain fee or rate for the service that you gentlemen are performing. That service and the rate must be built up by a regular well thought out system of cost accounting.

"I think that no organization can be built up without you obtain talent and talent that is worth while and you must be able to pay a fair price for the men you employ in your organization.

"I believe that any manager of any corporation who is conducting his business on any other basis is a fool. I believe that a living wage should be paid—a wage that will attract the very best talent that it is possible to get. By that process only are you going to be able to build up the operating end of your business and thereby give the greatest service which firms have a right to demand when turning their business over to you.

"I can't express to you how thoroughly I am in favor of getting together like this and talking things over. You are learning something and picking up a world of knowledge and information that you can't buy or get from books. You must get it by sitting around the table discussing with those who have had the hard knocks, the intimate experience and the knowledge."

Plans were outlined for the Haulers' and Warehousemen's associations of the

State to cooperate in legislative affairs.

Directors were chosen and were instructed to elect the 1923 officers later. The directors are C. U. Osborn, operating executive Mansfield Transfer & Storage Co.; C. G. Toole, Findlay; Ora Stafford, Springfield; R. B. Haynes, owner Newark Warehouse & Storage Co.; D. Stegler, Lima; J. C. Green, Springfield; J. H. E. Kerschner, Tiffin; M. I. Paddock, Paddock Transfer & Storage Co., Marion; Ray Ruffner, Marion; William E. Hunger, Cleveland; F. C. Smith, Toledo; W. R. Atkins, Kenton; George Patton, Akron; William H. Kutschbach, Kutschbach-McNally Co., Columbus, and D. E. Edwards, Columbus.

#### Telescopic Conveyor

A piece of mechanical handling machinery which is expected to make radical changes in the method of handling freight from ship's hold into warehouses, and vice versa, is in successful operation on the docks of the Port of Seattle. It is known as a "Ship Cargo Telescopic Conveyor." It is really a conveyor within a conveyor, as it is lengthened by extending the interior conveyor by power.

The length of this conveyor extended is 45 feet and the length collapsed, that is, with the extension raised to the highest point, is 29 feet. The width overall is 5 feet, 6 inches, and the depth overall is 4 feet, 6 inches. It can be supported at both ends or at one end and the center or at the two ends and the center.

The estimated weight is 3½ tons and can easily be handled by the ship's boom. The motor equipment consists of a 10-hp. squirrel cage, 3-phase, 60-cycle, 440 volt, A. C. induction motor—1200 r.p.m. and auto starter. Silent roller chain drives are used for both conveying and telescoping conveyor.

#### Handles Various Goods

This equipment has a capacity of 125 tons per hour at a speed of 75 feet per minute and is designed to double the capacity for loading and unloading vessels. The conveyor can handle boxes, bales and sacked goods up to a maximum weight of 500 pounds and to a maximum size of 2½ feet by 2½ feet by 5 feet. The commodities that it is expected to handle are cased salmon, cased milk, in fact, cased goods of all kinds; sacked goods of every description, including sugar, beans, rice, etc.; also baled commodities, such as cotton, hemp, silk, etc. In the case of bales over 500 pounds, such as gunny bales, also rattan, bamboo, bulky furniture, etc., these, of course, would be handled by the ship's boom, which can easily be done as the conveyor only covers a small area of the hatch opening.

Another use that can be made of this type of conveyor is for transferring cargo from one portion of the transit shed to another and from ship to transit shed and to the warehouse.

The estimated cost of this equipment is \$2,400 per conveyor, including extension and fully equipped.

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# TWO BITS

Vol. III. No. 8

A Bit Here, A Bit There

Gotham, February, 1923

## NEXT MONTH

THE March issue of *Two Bits* may or may not contain news items worth while.

If it doesn't, who cares?

If it does, you don't have to read it.

## News Items

Last mo. we mentioned how W. P. Dekker, the St. Louis storager, wrote us saying he had mailed us an elegant pencil, only the pencil did not arrive. So Dek then wrote, "You certainly make the writer feel like two bits with your article in the Jan. issue. Another pencil is going forward, which we must insist you acknowledge receipt of. If we do not hear from you, we will be forced to send you another." Well, the 2nd arrived O.K., but the lead broke the 1st time we used it & we got disgusted & went out & purchased ourself a 75-ct fountain pen guaranteed to write 1000 wds., & we used the 1st 1000 wds. writing Dek what we think about his pencils.

Clare Aspinwall, the D. C. storager, is chairmanning a committee which is raising funds for a local hospital, which is why he did not show up at the N. F. W. A. convention in Gotham.

E. A. Eulass, official reporter of N. F. W. A. conventions, kept notes, while at the Gotham conv. in Jan., of the no. of coughs heard resounding thru the meeting hall while important oratory was in process of eruption. His summary furnished to *Two Bits* follows:

Minute Ending:	Number of Coughs Per Minute
12:25 P.M.	4
12:27 P.M.	5
2:50 P.M.	3
2:51 P.M.	8
3:00 P.M.	10
3:01 P.M.	8

"The pt. is," said E. A. to the *Two Bits* scribe, "that the men who are speaking should talk louder when coughing is going on. Every 7 to 10 seconds some-one coughs."

We spoke to Charley Morris about this & what did he say but "Well, it's due either to dryness of the speeches or to appeasing parched throats." I don't know which, but you may notice they don't cough when I'm speaking."

At the N. F. W. A. convention Bill Wood, the Gotham storager, told the delegates the correct pronunciation of the last name of J. B. Baillargeon, the Montreal storager who prexies the Ca-

nadian assoc. It is, Bill said, "By-are-zshon," with the accent on the zshon. This had been worrying *Two Bits* for 2 yrs. & we are glad it is settled.

A lot of good news items are crowded out this mo. on a/c of our poem in the space above. Which would you rather of had, if it is a fair ??

The composing room yelled upstairs to us that it needed "copy" to fill up an-

other 1½-in. of space (now occupied by this paragraph) & we were at a loss what to write when it suddenly occurred to us that maybe our suffering readers could get a morsel of scandal out of the circumstance that during the N. F. W. A. convention Dan Bray, the Kansas City Alderman-orator, entertained our Better Half at a theater party. Dan donated a box of unspeakable cigars in return.

## Our Poem Department

SOMEWHERE about last Aug. we got a letter from Thos. Witters, the Baltimore storager in which he said "Congratulations! It's great!", but not identifying what he meant by "it." So we took the letter in to Julian Chase, *Two Bits's* business mgr, & we says:

"See what our Maryland friend thinks about our June issue"—which, with our customary editorial pride, we was pretty proud of.

"G'wan," says Julian in his customary Gothamese, "what he's referring to is the July Warehouse Equipment issue"—which Julian took more pride in which than Ye Ed. did in the June issue.

"You're daffy!" was our courteous reply. "He means the June issue, on a/c it had so much good editorial contents in it."

"Puff!" says Julian. "Puff again! He means the July Warehouse Equipment issue, which we had to camp on your neck for 3 mos. for fear you wouldn't get any contents into it at all."

So enraged did this make us that we sat down & dictated a letter to Mr. Witters saying a duel was threatened & asking him what his congrat's were about.

What was our surprise & gratification may be conjectured when we say that the congrat's proved to be about Ye Ed.'s rhythmic effusion, yclept "The Bridegroom's Prayer," which appeared in the July *Two Bits*, reprinted from *Munsey's Magazine*.

Mr. Witters & the others who praised that poem are possessors of excellent judgment, should you ask us.

Well, anyhow, encouraged by those endorsements, we have since been mulling around in our mind & using up considerable pencil-lead in an earnest effort to manufacture another poem, &, whether you like it or to the contrary, here it is:

## Interlude

By Kent B. Stiles

There is a humble hill I know  
Where I may stand with silence all about me  
And look upon, nor gaze except devoutly,  
A Cape Cod graveyard where in solemn splendor grow  
Tall pines, eternal sentinels  
Grown aged in company with old church bells  
Within the cloistered belfries in the quiet town below.

And one pine, more majestic than the rest,  
Catching the evening sunbeams from across the bay—  
Which lies in sweet tranquillity off to the west—  
Throws lengthening shadows at the close of day.

And from the westward, out beyond these graves,  
There comes a sound  
To break the hush of nightfall gath'ring 'round;  
To break, but not disturb, the solitude  
It comes, the muffled voice of whisp'ring waves.

And my tall pine, rough-barked and needle-gowned,  
Gives echoing murmur in response profound  
Throughout this twilight hour—  
God's interlude!

## REDUCTION OF CLAIMS ON LOSS AND DAMAGE

WHAT the warehouseman should do in "Making Loss and Damage Claims Complete" was outlined by Harry Foster, manager and treasurer of the Baltimore & Ohio Warehouse in Cincinnati, speaking before the merchandise division of the American Warehousemen's Association at the Cleveland convention in December.

"Let us all endeavor, whenever possible," he urged, "to place the responsibility, in each individual case, just where it belongs with a view toward avoiding and reducing these losses and damages to a minimum. It is our policy in every case to give a fair deal to both the shipper and the carrier.

"When we receive a car containing damaged packages, or where a shortage develops, our man supervising the unloading has specific instructions to make a complete detailed report, according to his own opinion, giving the causes for the damage or shortage, particularly:

"1—Number of packages unloaded from car.

"2—Seal record, so as to ascertain whether car was robbed, or opened for transfer, in transit.

"3—Exact manner in which car was loaded and braced, whether in accordance with classification.

"4—Amount and kind of bracing used.

"5—Nature of packages used by shipper, whether second-hand barrels, boxes, bags or cartons, and whether they were of too light a nature for the goods packed therein.

"6—General condition of car used, whether suitable for the commodity loaded therein, leaky roof or dirty oily floor, whether any nails or bolts were protruding from the inside wall.

"7—Whether the damage was caused by rough switching in transit.

"In fact, full general information, so that the claim can be handled intelligently and fairly, and settlement made with as little delay as possible.

### When Damage Is Large

"On the same date of unloading, not months later, this information is submitted to the local agent, freight claim agent of the carrier, as well as to the consignee and consignor.

"In cases where the damages are unusually large, involving a considerable amount of money, we write a personal letter to the freight claim agent, giving him full details, so that he can make a special investigation of the individual case, get at the exact cause and, if possible, have it remedied, and avoid a recurrence. We have had a number of cases where the freight claim agent would send a representative to the shipper's plant to inspect the loading of cars, and ascertain just where the trouble was, then making suggestions to the party supervising the loading as to the best modern methods."

Mr. Foster recommended to the warehousemen the careful reading of two pamphlets—"Rules and Regulations Governing the Loading and Shipping of

Automobiles," copies of which may be obtained from the General Superintendent of Transportation, Baltimore & Ohio System, Baltimore; and "Co-operative Freight Claim Prevention, Requirements for the Proper Preparation of Household Goods for Shipment," copies of which may be obtained from the author, C. C. Glessner, General Freight Claim Agent of the B. & O. Mr. Foster recommended also that warehousemen obtain from the American Railway Association, 75 Church Street, New York City, copies of a chart headed "Method of Blocking, Bracing and Bulkheading Carload Shipments of Molasses, Lard, Lard Compound, Vegetable and Other Oils, Tanning Extract, and other liquids moving in barrels.

"By adhering to these methods," Mr. Foster concluded, "claims will be reduced to a minimum and you will simplify, to a great extent, one feature of the warehouse business."

## ENTERTAINMENT AT N. F. W. A. CONVENTION

(Continued from page 13)

Capitol grounds, parkways and historic parts of Washington, to the White House, where they inspected the Blue, Red and Green rooms, State dining room, etc., not usually open to the public. They motored to points of interest, had luncheon at the Chevy Chase Country Club and were entertained with singing by Miss Helen Howison of the Security Storage Co. Later the delegates motored to Arlington Cemetery, the Lincoln Memorial and the Congressional Library, and left for the West at 6:50 p. m.

### Bonded Liquor Plants

The Commissioner of Internal Revenue, D. H. Blair, announced at Washington on Jan. 19 that of the internal revenue bonded warehouses designated as concentration plants for liquor storage, the following had qualified and their conditional designations made final:

Fresno Warehouse Co., Fresno, Cal. (Special Bonded Warehouse No. 7.)

Louisville Public Warehouse Co., Louisville, Ky. (General Bonded Warehouse No. 1.)

Quincy Market Cold Storage & Warehouse Co., Boston. (General bonded Warehouse No. 2.)

R. U. Leonori Auction & Storage Co., St. Louis. (General Bonded Warehouse No. 2.)

Security Warehouse & Investment Co., St. Louis. (General Bonded Warehouse No. 3.)

Sibley Warehouse & Storage Co., Chicago. (General Bonded Warehouse No. 5.)

South End Warehouse Co., San Francisco. (General Bonded Warehouse No. 2.)

Also A. Overholt Co., Broad Ford, Pa.; Joseph S. Finch & Co., Pittsburgh; Kentucky Distilleries & Warehouse Co., Louisville, and the Frankfort Distillery, Inc., Frankfort, Ky.

The foregoing are now in readiness for the receipt of spirits for storage for concentration purposes.

## DAMAGE IS TRIVIAL AT COLUMBIA'S FIRE

FIRE was discovered in a section on the second floor of a warehouse in West Fifty-eighth Street occupied by the Columbia Storage Warehouses, New York City, on the evening of Jan. 8. The warehouse itself was not damaged by the flames. Household goods stored in the section, which is 22 by 40 feet, were burned, but Charles R. Saul, president of the Columbia, said he was unable to determine the exact loss to customers. Fire department officials estimated it at not more than \$3,000, according to newspaper accounts. The cause of the blaze was not discovered and Mr. Saul had no opinion to express on this phase.

Twelve firemen were overcome by smoke while fighting the flames. One by one they staggered to the street and collapsed and a temporary first aid station was established in a nearby hallway.

### New Ohio Company

The Spanabel Transfer Co. has been incorporated at East Palestine, Ohio, with a capital of \$5,000, to do a general transfer business. The incorporators are Arthur A. Spanabel, Hazel C. Spanabel, S. B. Stitler, Mary Stitler and L. M. Kyes.

### Chain Plant in Kansas City?

If the American Chain of Warehouses' plans go through, as outlined at the organization's convention in Cleveland in December, a new modern general merchandise warehouse will be constructed in Kansas City, according to an interview which the *Kansas City Times* obtained with L. T. Crutcher, vice-president of the General Storage Co., Cleveland, and published in the *Times* of Jan. 2.

"Make it easy for commodities to move through Kansas City," Mr. Crutcher was quoted as saying, "and you will increase business just that much more. The storage business in Kansas City in the last ten years really has grown without rhyme or reason, with the result that no definite plan has been developed to handle properly the distribution business that passes through here in a year. A general merchandise warehouse has not been built in Kansas City in the last ten years. When business returns to normal it is doubted if existing facilities can handle adequately the business that is bound to come, because of the fact that Kansas City is logically a great distributing center.

"Easily, 85 per cent of the customers of public warehouses in Kansas City are out-of-town patrons, and it can be said safely that the storage business was one that scarcely felt the dropping off when the slump in business came.

"Adequate storage facilities in this territory would help solve the railroad problem. The effect of freight embargoes would be modified if there were sufficient facilities to take care of the products in the peak seasons."



## FORD MAY PURCHASE NORFOLK ARMY BASE

THE War Department has announced that the Army Supply Base terminals at Norfolk, comprising one of the largest warehouse groups in the eastern section of the country and including two large concrete-covered piers, must be either sold outright or let out on a flat retail basis. This announcement has caused no little concern to the Norfolk Port Commission, which has operated a portion of this property for three years as the municipal terminals.

The city has been negotiating with the War Department to retain control of these piers in their entirety, but the negotiations to date have not proved acceptable to the Government. The basis of the offers made by the city have not been made public for very vital and very obvious reasons. The War Department has placed a valuation of \$16,000,000 on the property, which cost \$30,000,000 when built during the war, and is said to have offered the property to the city on a lease basis of \$700,000 per year, the city to pay all cost of upkeep.

Neither of these figures is in the city's reach, the piers and warehouses having been operated by the city since the war on a basis of percentage of profits. Negotiations are still going forward, and city officials are silent as to the progress.

In the midst of these negotiations announcement has been made from sources regarded as fairly authentic that Henry Ford, the motor magnate, is negotiating, also, for the purchase of these piers and warehouses in order to make this port a distribution center for his export business and for his shipments to the west coast. Confirmation is not obtainable.

### Ford Exports

Within the past sixty days, however, Mr. Ford has shipped several thousand automobiles through this port for the west coast and to Australia and New Zealand, and his shipping agents have announced that these shipments are simply the vanguard of his real movement of automobiles through this outlet.

Warehousemen here, many of whom have never been in accord with municipal operation of these terminals because they have felt the city was handling there much business which should have gone to the private corporations, join with many other business men in feeling that the advent of Mr. Ford into the territory is a consummation devoutly to be wished. It is fairly certain that, if he should succeed in negotiating for the purchase or rental of this property, he would find business in hearty accord with him.

The city's operation of the piers and warehouses has been highly successful, and has done much to develop trade through the port of Norfolk and Hampton Roads. The city is now proceeding with the construction of a pier and warehouse of its own, the erection of a grain elevator having been completed. The entire project will cost upward of \$5,000,000. Warehousemen particularly and business men generally have focused their attention and interest on the city's

efforts to retain control of the Army Base property, which is regarded by technical men as among the best property of its kind in the United States.

### Warehouse Planned for Houston

The South Texas Storage & Warehouse Co., Houston, is planning to build an eight-story plant to cover a city block and to cost \$1,080,000, beginning about April 1.

The building is to go up on the north bank of Buffalo Bayou just west of the Main Street viaduct. It will have three basement compartments, each 70 by 250 feet, for cold storage. Fourth and fifth floors will be occupied by an automobile company for storage and repair purposes. Sixth, seventh and eighth floors will be for storage warehouse use. Entrance to the third floor will be effected by way of the viaduct.

In all, more than 500,000 sq. ft. of storage space will be provided. Construction will be of concrete, steel and wire glass. Eight freight and two passenger elevators are planned.

### Traction Interests Active

Indiana's motor truck owners are disturbed by information which has reached them to the effect that the Indiana members of the Central Electric Railway Association, in session recently at Louisville, Ky., are planning to ask the Indiana Legislature to put what are called "common carrier" freight trucks under the jurisdiction of the State Public Service Commission under regulations which would require them to pay for the use of the highways on the basis of ton miles.

It is certain that the Allied Motor Commerce, which comprises truck interests, including many warehousemen, will oppose the proposals of the traction interests. The Allied Motor Commerce favors increased license fees and gasoline taxes as methods of financing construction of better roads.

### Eagle Executive Weds

Herbert F. Gunnison, secretary and treasurer of the Eagle Warehouse & Storage Co., was married on Jan. 20 to Mrs. George S. Baldwin, whom he met last summer while they were passengers on a steamship to Brazil.

At that time Mr. Gunnison, who is publisher of the Brooklyn *Daily Eagle*, was one of New York State's representatives to the exposition in Brazil.

After the ceremony on Jan. 20, Mr. and Mrs. Gunnison sailed for Europe, where they will travel in France and Italy, returning about March 9.

### North Carolina's Capacity

North Carolina's State warehouse system has grown from 32 warehouses, having an aggregate capacity of 49,050 bales of cotton last year to 78 warehouses with a total capacity of 212,620 bales this year, according to the Ashboro, N. C., *Courier*.

## GOVERNMENT TO SELL ARMY BASE AT NEWARK

NINE warehouses and two covered sheds are included in the coming sale of the Port Newark Terminal, at Port Newark, N. J., which has been announced by the Office of the Director of Sales, War Department, Washington. Sealed bids for the purchase of this property will be received by the Quartermaster General of the army until March 1.

The warehouses face a dock 80 feet wide, including a 30-foot driveway along the north side of the reservation, a distance of 3750 feet.

Each warehouse is divided into eight equal sections by seven hollow-tile fire walls, properly equipped with fire extinguisher, fire alarm, electric light and power transmission systems. The floor capacity of the warehouses is 800 pounds to the square foot, live load. Along the entire length of each warehouse, on either side, are 18 foot receiving and loading platforms.

This army supply base is situated on Newark Bay within the limits of the City of Newark. On the land side, the base is connected directly with the Pennsylvania and the Central Railroad of New Jersey railway systems, and is connected indirectly with all of the large and small railroads reaching tidewater from west of the Hudson River, giving direct shipment to and from all points west, the Great Lakes and the Pacific Coast. On the water side, the base is reached by means of a 30-foot channel from the upper New York Bay. The distance to New York Harbor and the Metropolitan district, by water, is about eight miles.

### 732—Car Capacity

The railroad yard lay-out includes spurs between warehouses, and two classification yards with capacities of 154 and 133 cars each. The total mileage of track is fourteen and seven-tenths miles, with a total capacity of 732 cars. A 50,000-gallon tank supplies water for locomotives, and there is a two-stall round-house, with coal pockets and ash pits at the west end of the classification yards.

The Government requires a certified check of two per cent of the total amount of the bid at the time the proposal is submitted; 13 per cent of the total amount of the bid to be paid at the time the contract of sale is executed, and the remaining 85 per cent to be paid in equal annual or semi-annual installments, whichever the successful bidder elects. The Government requires a bond of \$100,000 for the faithful performance of the contract of sale.

### Comment on Directory Issue

"We take this opportunity of congratulating you on your splendid December issue. It is certainly well compiled and must be a source of great satisfaction to your company."—*Dan B. Hull, president Savannah Distributing Company, Savannah, Ga.*



## HOOVER UNDERTAKES TO SIMPLIFY CONTAINERS

A GOOD stride was made toward simplification of food containers at the Washington Conference on Jan. 16 and 17. Representatives of manufacturing companies, distributors' organizations, including the National Distributors' Association, and other interested parties pledged their cooperation to Herbert Hoover and the Department of Commerce.

The conference was opened by Secretary Hoover, who explained the part which the Department of Commerce aimed to play in bringing about simplification. He showed that it is not standardization but elimination of non-essentials which is being sought and made clear that the Department offers its cooperation to the business men of the country and seeks only to act as an intermediary in bringing about these very important benefits to the country.

J. W. Morey of the National Wholesale Grocers Association suggested that goods be packed in quantities applicable to the retail grocer. This would permit the passing on of unopened boxes to the retail grocer by the wholesale grocer, he pointed out, and save much in the way of cost of repacking.

### Not a Small Task

The Department of Commerce is fully aware of the difficulties involved in simplifying food containers, and there is no doubt that the representatives of the trades were equally aware of the enormous obstacles to be overcome but there was no question in the mind of anyone present that the objective was worth fighting for.

The conference was really a preliminary one, at which the first step of procedure was decided upon. It was the first getting together of all interested parties and the first public expression of the attitude of business toward this particular piece of simplification work, and it went forward with every indication of being successful in its final outcome.

The Department of Commerce suggested, just as a means of procedure, that, after speeches had been made of a general nature by representatives of different industries, producers and distributors alike, the conference divide itself into groups representing wood, glass, metal, paper and fiber board container manufacturers and users. There was much argument as to how the conference should split up for its active work and a vote was taken in favor of dividing, according to commodities. This vote was overwhelming, but after further argument and discussion a motion was made to reconsider the form of divisional organization, and this resulted in another vote, which finally carried the day, to divide into groups depending on the basic material of containers—namely, wood, glass, metal, paper and fiber board. The groups were immediately organized and each group elected a chairman.

The second day of the conference was spent in working out a practical plan of procedure whereby the different groups,

in cooperation with the Department of Commerce, could collect material which would give a basis for another conference at some later date. The recommendations were presented to Secretary Hoover.

The general character of the recommendations offered by the different groups was much the same. Boiled down, they amount to this:

Secure information as to the sizes, weights, shapes, forms, etc., of all the particular containers used by all producers and distributors of food products and, with this information covering the entire field, proceed to work out a program for eliminating the non-essential sizes.

It may be seen that the program calls for a great deal of hard work. Questionnaires will have to be sent out to all producers and distributors of food products, and the information thus gathered will have to be carefully correlated. The trade associations will undoubtedly be among the agencies which will help the cause along. The movement will be carried on under the supervision of William A. Durgin, chief of Mr. Hoover's Division of Simplified Practice.

Representatives of the food supply companies, trade associations, hotel men and railroad agents were present at the conference. Owing to unforeseen circumstances the representatives of the American Warehousemen's Association were unable to be present. The National Distributors' Association was represented by D. M. Pomfret, traffic manager of Colgate & Co.

### S. M. Green Re-elected

At a meeting of the stockholders of the Southern Bonded Warehouse Corp., Petersburg, Va., in January, Sidney M. Green, Jr., was re-elected president and a director. The following also were elected as directors:

G. C. Wright, president Virginia National Bank; S. W. Zimmer, president Petersburg Savings and Trust Co.; R. R. Totty, vice-president Union Trust Co.; W. L. Venable, vice-president National Bank of Petersburg.

### Idaho Bill

A bill before the Idaho Legislature provides that two or more counties may form themselves into districts so that they may bond and erect terminal warehouses and elevators for storing and grading grain. The purposes are to centralize storage and protect the producer so that he may hold his grain for favorable market conditions.

### Breweries Being Converted

The Richards Storage Co., Grand Rapids, Mich., is remodeling the buildings of the Grand Rapids Brewing Co., at Ottawa and Ionia Avenues and Michigan Street, so that special facilities for storing pianos and automobiles may be provided. Steel and concrete vaults will be installed.

## INDIANAPOLIS TO HAVE \$1,100,000 WAREHOUSE

THE Terminal Building Corporation, organized at Indianapolis with William J. Hogan, president of the Indiana Refrigerating Co., as its president, is planning to erect shortly a terminal warehouse and business block to cost \$1,100,000 at Pennsylvania and Georgia Streets, Indianapolis. With a frontage of 245 feet on Pennsylvania Street and a depth of 163 feet, the property adjoins the refrigerating company's warehouse.

The new storage plant will be five stories high, with strength for five additional stories, and will have a basement throughout. Railroad trackage on an elevation will permit carload storage facilities and nearly the entire third floor will be occupied by sidings, and other sidings will be installed to handle inter-urban traffic. The first floor will be devoted to business offices and storage space, with office suites on the second floor. The basement and the fourth and fifth floors will be used exclusively for storage, and it is planned to store and handle commodities manufactured by nationally known companies and to handle also business offered locally.

The warehouse will contain 285,000 sq. ft. and will be one of the largest storage plants in Indiana.

### Indianapolis Co. Organized

The American Warehouse Co. has been incorporated for doing a general storage and distribution business in Indianapolis, with Kenneth G. Foster as manager. Its iron and cement warehouse, sprinkler-equipped, is located on the C., C., C. & St. Louis Railway Co.'s tracks within a few blocks of steam and traction freight houses and within two blocks of the Union Station and Parcel Post buildings. The Consolidated Express Station is nearby. The company has trucks and drays for local distribution. The office address is 211 West South Street.

### Columbus Expects Good 1923

Warehouse and transfer men of Columbus, Ohio, are expecting a good year in 1923.

Storage men believe shippers will carry heavier stocks of foodstuffs, drugs and in fact virtually all commodities which are stored and that will help the storage business.

Transfer men believe business will be brisk because of the fact that there is a general revival in all lines.

Agricultural implements are now better and this is one of the important items of storage in and around Columbus.

### Highway Convention Postponed

The 1923 convention of the National Highway Traffic Association, to have been held in Cleveland on Feb. 19 and 20, has been deferred, it is announced by Arthur H. Blanchard, Ann Arbor, Mich., the president. Announcement will be made later as to when the meeting will take place.

## BONDS BEING SOLD TO FINANCE MORRIS PLANT

THE financing methods in connection with the building of the proposed eleven-story building of the Metropolitan Storage Warehouse Co., New York, of which Charles S. Morris is president, are explained in a statement sent to *Distribution & Warehousing* by G. L. Miller & Co., the house handling the bonds, as follows:

"When Charles S. Morris and his associates undertook to build the eleven-story Metropolitan storage warehouse on Amsterdam Avenue near West Sixty-third Street, New York, they decided to finance the structure through a first mortgage bond house instead of borrowing on the ordinary mortgage.

"As a result, arrangements were made whereby G. L. Miller & Co. have underwritten \$500,000 of first mortgage bonds, secured by the warehouse. These bonds are now being disposed of by sale to the investment clientele of G. L. Miller & Co.

"The bonds mature annually, in from two to twelve years. In other words, a part of the issue is paid off each year, beginning two years from the date of the loan.

"To pay off these bonds and to meet semi-annual interest as it comes due, monthly payments are to be made to G. L. Miller as trustee out of the earnings of the structure.

"The amount of bonds maturing each year increases gradually from \$17,000 in 1924 to \$35,000 in 1933. At the same time the interest payments grow smaller, decreasing from \$32,500 in the first year to \$17,225 in 1933. On Dec. 15, 1934, the final instalment of bonds matures, totaling \$230,000. The smallness of this indebtedness, compared with the large value of the building and its established earning power, makes it a simple matter to refinance this remaining portion of the bonds."

G. L. Miller & Co. for years has been one of the leading southern houses issuing first mortgage bonds against income-producing structures, such as warehouses, hotels, apartments and office buildings. Headquarters of the firm were recently moved to New York, and the Metropolitan was the first financing undertaken in the northern field.

### "Telling the Public"

The Howell Warehouses, Ltd., Toronto, put over an unusually distinctive and effective local advertising stunt in January by arranging for the distribution of an eight-page pamphlet, in magazine form, with each copy of the *Toronto Civic Gazette*, a local monthly journal. The supplement bore the title "Merchandise Banking—A Unique Development in Warehousing Practice," and the pages were devoted to text designed to "tell the public" what merchandise warehousing is, with relation to banking, public use, service available, national distribution and other fundamentals, with the back cover carrying in large type the American Warehousemen's Association's

slogan "Our Integrity Is Your Security." The pamphlet is illustrated with pictures of the Howell company's officers, interior and exterior views of the buildings, etc.

### Waco Company Expands

The Texas Fireproof Storage Co., Waco, has under construction a four-story building, expected to be completed about Feb. 15, at Eleventh and Mary Streets, at a cost of about \$100,000, and representing an investment of more than \$130,000. The building is on property 70½ by 165 ft. and will have 166 ft. of trackage.

Meanwhile the company has begun operation of the Texas Transfer Co., at Eighth and Mary Streets, engaging in both transfer and storage business. The officers and directors are R. B. Albaugh, president of the Texas Fireproof Storage Co.; A. B. Stringer, secretary of that company, and J. F. Lehane, Jr.

The transfer company will furnish drayage equipment and trucks for transporting the household goods handled by the Texas company.

### Publicity Booklets

The warehouse facilities of the Baltimore & Ohio Railroad are described in a 27-page booklet issued early in 1923 by Archibald Fries, vice-president in charge of traffic and commercial development, and George H. Campbell, assistant to the president. Illustrations show the road's warehouses at Baltimore, Cincinnati, Cleveland, New York, Philadelphia, Washington, D. C., and Fairport, Ohio, and include a striking airplane view of the Twenty-sixth Street station and storage warehouse in New York.

Day & Meyer, Murray & Young, Inc., New York, have issued two attractively worded and illustrated booklets—one of "Packing Household Effects and Art Objects Properly" and the other on "Things That Are Dear to You—Their Pilgrimage and Keeping," also dealing with the company's packing methods.

### "Publication Necessary"

"If ever there was a publication that is necessary to the warehouse, transfer and distribution line, your publication heads the list. I certainly have received a great deal of valuable information through *Distribution and Warehousing* that I never would have received otherwise and our company is aware of the fact that every warehouseman in the country appreciates your publication in the same way."—W. A. Gierschke, *City Transfer & Storage Co., Long Beach, Cal.*

### New Newark Plant

A one-story storage plant, 50 by 195 ft., to cost \$50,000, is being erected at 241 Ridgewood Avenue, Newark, by the New Jersey Warehouse Co.

## COLD STORAGE EXHIBIT AT PUBLIC HEALTH SHOW

THE cold storage warehousemen of New York staged an interesting exhibit at the Public Health Exposition at the Grand Central Palace, New York, during the week of Jan. 22.

Among the features shown at their booth were moving pictures of cold storage operations with both exterior and interior views, stereoptical slides with various pictures, and an actual exhibit of cold storage foods in a small refrigerator box made by the Balsa Co. with glass front and cooled by a small refrigerating machine furnished by the Carbon-dale Machine Co.

In this box was shown samples of, in original packages, of eggs, apples, celery, cheese, dried fruit, nuts, poultry, butter, fish and frozen small fruit. In the evening, samples of cooked food from cold storage were served by students of the Domestic Science Department of Columbia University.

The story of cold storage was broadcast by radio, by arrangement with the American Telephone & Telegraph Co.—the WEA station—on the night of Jan. 24 by Miss Anna Barrows, food economist and lecturer in the School of Household Arts of the Teachers' College of Columbia University.

The exhibit was in charge of H. Wallace Smith of the Marine Film Service Corp., and was arranged by a committee comprising Frank A. Horne, president Merchants Refrigerating Co.; R. A. Adams, president Manhattan Refrigerating Co.; E. W. Lewis, William Fellows Morgan, Jr., and Dr. Mary E. Pennington, well known to the members of the cold storage division of the American Warehousemen's Association.

The following companies participated in the exhibit: Anheuser-Busch Ice & Cold Storage Co., Inc., Brooklyn Bridge Freezing & Cold Storage Co., Fulton Market Refrigerating Co., Heermance Storage & Refrigerating Co., F. C. Linde Co., Manhattan Refrigerating Co., Merchants Refrigerating Co., National Cold Storage Co., Union Terminal Cold Storage Co., Terminal Warehouse Co. and Kings County Refrigerating Co. (Brooklyn).

### Weathered Builds

The Weathered Transfer & Storage Co., Waco, Tex., has erected an addition to its warehouse property at Mary and Thirteenth Streets. The new building adds 50,000 sq. ft. of storage space, making 120 sq. ft. in all and giving a ten-car front of wharfage.

### Cotton Warehouses Urged

Two thousand cotton warehouses for Texas is recommended in the annual report of C. E. Baughman, Commissioner of Markets and Warehouses in that State. He said the question of properly warehousing the staple was one which should especially concern the merchant, the banker and the farmer.



## RECORD MERCHANDISE SHIPMENTS IN 1922

A LARGER freight business, with the exception of coal, was handled by American railroads in 1922 than in any previous year, according to figures issued at Washington by the car service division of the American Railway Association.

Complete reports show that car loadings for 1922 were 16 per cent above 1921 and exceeded by 3½ per cent the loadings for 1920. Freight traffic last November on the railways of the country was the heaviest of any month.

Total loadings for the year of all commodities other than coal amounted to 36,265,178 cars, compared with 31,647,816 cars in 1921 and 35,036,022 cars in 1920.

Shipments of merchandise and miscellaneous freight also established a new record in 1922, when they totaled 27,143,591 cars. This was an increase of 3,297,193 cars above the total for 1921, and an increase of 1,619,674 above the total for 1920.

Loading of agricultural products also was the heaviest on record. For grain and grain products alone, 2,467,358 cars were loaded. This was an increase of 7.61 per cent over 1921, and 34 per cent over 1920.

Loading of livestock in 1922 totaled 1,637,923 cars, which was 9.42 per cent above the year before, and 5.44 per cent over 1920.

Owing to the five months miners' strike, revenue coal shipments in 1922 totaled 7,148,341 cars. This was 93 per cent of the total for the year before and 69 per cent of the total for 1920.

For the month of December, 1922, loading of all classes of revenue freight, including coal, was the greatest for that month on record and exceeded by nearly 25 per cent the total for December, 1921. Coal loading for the month showed an increase of 46.72 per cent over the same month in 1921, while loading of merchandise and miscellaneous freight, one of the best indexes to business conditions, increased nearly 14 per cent.

### Lee Warehouse in Publicity Stunt

Harry Gardiner, the "human fly," used one of the warehouses of Lee Brothers, Inc., to thrill a New York multitude at Park Avenue and 125th Street at noon on Jan. 5.

When Gardiner reached the eighth floor of the warehouse, after crawling over narrow cornices and apparently insurmountable ledges, he unfurled and attached to the windows a large red banner announcing in white letters that "The Third Alarm," a motion picture, would open at the Astor Theater on Jan. 8 for a month's run. Continuing his ascent to the top of the warehouse, Gardiner startled the crowd again and again by standing on one foot, and with outstretched arms, on a narrow ledge. He crossed the top cornice suspended on a small rope and then made a perilous descent. Later he climbed to the seventh floor and went through a number of dare-

devil stunts around the wind-blown banner.

Lee Brothers, Inc., contributed the use of the warehouse as part of the advance publicity for the motion picture, 35 per cent of the proceeds from which will be given for the benefit of widows and orphans of New York firemen.

### Leasing Problem in Norfolk

Norfolk warehousemen who handle household effects are more than usually concerned over the action of the local Real Estate Exchange in revision of the old custom of having but one annual lease day for rental of residence property, Oct. 1, with all leases dating one year from that date. Under the new system, which has gone into effect, leases are made from the first of any month for twelve months.

Under the old system, when the universal moving day fell on Oct. 1, the warehousemen were involved in a frenzy of overwork which entailed bringing in outside equipment and working night and day through the moving period. For a week before and a week after moving day this condition resulted, and it is estimated that the warehousemen alone lost thousands of dollars annually because of the interruption of organization.

As the situation is now, moving is evenly scattered over the entire year, and the warehousemen have little difficulty in serving all their patronage on a normal scale without the employment at any time of extraordinarily additional forces. The new condition has already worked very beneficially for them and they predict that when the custom has continued sufficiently long to make it work smoothly many of their perennial moving problems will have been eliminated.

### "Efficient Workmanship"

"Just a line of congratulation for the results obtained in your Directory number. It far surpasses previous issues and is a distinct addition to the industry. Kindly extend to the entire staff our sincere compliments for their earnest and efficient workmanship in publishing so complete and comprehensive a Directory." —W. W. Weekes, *Harragan's Storage Warehouses, Inc., Brooklyn.*

### Philadelphia Situation

In a recent review of business conditions the Philadelphia *Public Ledger* had this to say regarding warehousing conditions in Philadelphia:

"Storage business is excellent and improving every day. One factor says the outlook for public warehouse storage was never better. Manufacturers have been educated to a greater use of warehouses for economical distribution, the storage company acting as agent, distributor, insurance broker and drayman. Among commodities now stored in large volume are wool, soap, dried fruits and canned goods."

## JONES ASPIRES SEAT IN VIRGINIA LEGISLATURE

Arthur P. Jones, president of Jones & Company, Norfolk warehouse operators, has announced his candidacy for the Virginia House of Delegates, in a special election to be held Feb. 20.

He is a candidate for the vacancy made by the resignation of Ivor A. Page, Jr., who will be a candidate for the State Senate in the same election.

### Business Backing

This is Mr. Jones' first offering for public office, although he has been prominent for a number of years in Norfolk public life. He has a strong backing of business men in this city. His opponent in the race is Col. James Mann, a prominent attorney.

Revision of the State tax laws is one of the big planks in the platform of Mr. Jones.

### Federal Ruling

The United States Treasury Department has issued a ruling, on certain provisions of the new Tariff Act, which forbids the use of any Government premises for the storage of bonded merchandise at any port where a public bonded warehouse is in operation. The opinion given by the Department was in a case stated by the Collector of Customs, St. Louis, Mo., and follows:

"In the opinion of the Department it will not be necessary to transfer the general merchandise already in the Government warehouse, but in view of the provision of the Act above referred to no more of such merchandise should be stored in the Government warehouse.

"As it appears from your letter that there is no other suitable warehouse at your port for the storage of tobacco, this particular merchandise now in the Government warehouse may be allowed to remain until the expiration of the three-year period.

"As it appears further that the public bonded warehouse established and in operation at your port is not suitable for the storage of tobacco, the Department perceives no objection to your continuing the storage of this particular merchandise in the Government warehouse, as has been the practice in the past."

### Capitalization Increase

The Scobey Fireproof Storage Co., San Antonio, of which the president, Frank E. Scobey, is director of the United States Mint, Washington, increased its capital stock in January from \$110,000 to \$250,000.

### Boucher Made Sales Manager

Announcement is made by the Gifford-Wood Co., Hudson, N. Y., manufacturers of elevating and conveying machinery and ice tools, that Joseph A. Boucher has been appointed sales manager, with offices at Hudson.



## TRANSPORTATION STUDY URGED BY CONFERENCE

A COMPREHENSIVE study of the entire problem of national transportation—a conference which would be participated in by shipping interests, the railways, producers, the motor industry, waterways interests and the public, and with cooperation by Federal representatives—should be undertaken at once to assure more adequate transportation for the ever-expanding domestic and foreign commerce.

This was the sentiment, expressed in resolutions, at a meeting of a group of prominent men who assembled in New York on Jan. 26 and 27 at the call of Julius H. Barnes, president of the Chamber of Commerce of the United States, to consider the subject. Those present included Herbert Hoover, Secretary of Commerce, who attended informally and not officially, and the heads of various railroads, automotive companies and waterways associations. The resolutions follow:

"Whereas, It is apparent that a comprehensive study of the whole question of national transportation, participated in by the railways, shipping interests, producers, the motor industry, waterway operators and the public, and with the cooperation of the Government representatives, should be undertaken at once, to assure adequate transportation of our ever-expanding domestic and foreign commerce;

### Coordinated Policy Urged

"Whereas, A coordinated national transportation policy requires consideration of these chief phases: governmental relation to transportation; possible railroad consolidations; possible readjustment of relative freight rate schedules, proper coordination of motor transport and use of highways and proper coordination of waterway service;

"Whereas, In order to avoid duplication of investigation and direction, it is desirable to utilize present sources of information and experience through a central source and in such manner as to carry public confidence and conviction on its conclusions;

"Therefore, resolved that it is the sense of this meeting that the president of the Chamber of Commerce of the United States is hereby requested to form a general committee for the purpose of suitable consideration and action, various interests represented from the Chamber itself and from any other helpful bodies, and including some proper form of contact with the Department of Commerce, the Interstate Commerce Commission and any other agencies of the government, and that such a general committee be convened at the call of the president of the Chamber to work through sub-committees or otherwise for the purpose of study and investigation and resultant reports and recommendations upon these or any other phases of nationwide transportation development."

A statement issued by the New York branch of the United States Chamber of Commerce said there is great concern

among all sections of American industry, farming, mining, manufacturing, distribution, over the question of adequate transportation for ever-increasing national commerce. The statement continued:

"In twenty years the railroad ton miles have almost trebled. It is a question as to what the railroads will do the next twenty years, and how increasing volume will be cared for. Business men feel that there must be established a proper relation of service between railroads and waterways and motor transport. But beyond that, business men feel there must be developed a national treatment of railroads which will protect a proper public interest, and will also restore investing confidence by which the means for expanding facilities can be provided; and restored in railroad management a field which will attract a grade of business ability which its importance requires. Regulation of railroad rates is here to stay, but Government regulation should be fair and generous, in the public interest. Government ownership and Government operation in countries in Europe and even in our neighbor, Canada, have written too clear a trail of losses and of restricted commerce for America to contemplate any such solution."

### Galveston Co. Buys Land

The Wiley & Nicholls Co., Galveston warehousemen, has purchased for \$10,000 a west end Galveston industrial site, embracing four city blocks, including streets and fronting on railroad trackage. The purchase is said to be for investment purpose, as the property is in the heart of an industrial development under consideration by railroads.

## BINYON-O'KEEFE SELLS ITS HOUSTON PROPERTY

THE Binyon-O'Keefe Fireproof Storage Co. of Fort Worth, Tex., announces that it has disposed of its warehouse properties in Houston to the Union Transfer Co., Houston, for a consideration of approximately \$50,000. This involves in change whatever is the Binyon-O'Keefe's business affairs in Fort Worth.

The Union company, it is announced, is reorganizing under a new charter and will be known as the Union Transfer & Storage Co.

The Houston property includes a household goods warehouse with 30,000 sq. ft. and two merchandise warehouses each with 30,000 sq. ft., with private sidings on the Union Pacific.

### Fumigation Plant Discussed

Public storage interests in New Bedford, Mass., are considering plans to locate a cotton fumigation plant at that port, which would make it possible to import Egyptian cotton direct from Alexandria by steamship without the staple passing through either Boston or New York. Clarence R. O'Brien, treasurer of the New Bedford Storage Warehouse Co., is heading the inquiry to determine the practicability of the idea.

### Advertising Program

The advertising plans for 1923 for the Bekins Fireproof Storage, Los Angeles, calls for the use of newspaper space in Oakland, San Francisco, Fresno and Los Angeles to attract local business, and for space in magazines, farm publications and trade journals to attract out-of-town business.

## The Public Be—Educated!



Exhibit installed by the General Warehousing Co., St. Louis, at the Better Homes Exhibit held in the St. Louis Coliseum during last week in November. This kind of publicity pays!

## WAREHOUSEMEN HOSTS TO FUTURE FARM LEADERS

EDUCATIONAL work of an unusual value on behalf of cold storage warehousing was accomplished during the recent twenty-third annual International Livestock Exposition in Chicago by the cold storage warehouse interests of that city.

Some 750 "champion" boy and girl club members of the 600,000 active in extension activities carried on by the United States Department of Agriculture and the various agricultural colleges had won a trip to Chicago by reason of the proficiency in agricultural pursuits—and while in Chicago these 750 future farm leaders were given opportunity to obtain first hand knowledge of an industry—cold storage warehousing—which some people still believe to be an agency for storing unwholesome products and for hoarding supplies.

### The Connecting Link

Harrison F. Jones, secretary of the National Poultry, Butter and Egg Association, told the juvenile delegates, after they had visited stockyards and the Harvester works and other large manufacturing plants, that their survey would not be complete until they had seen the connecting link between the farmer and the consumer—the cold storage warehouses.

Accordingly eight of the companies which help to make Chicago the nation's refrigerating center—Central Cold Storage Co., Chicago Cold Storage Warehouse Co., Fulton Market Cold Storage Co., United States Cold Storage Co., North American Cold Storage Co., Calumet Refrigerating Co., Booth Cold Storage Co. and George J. Cooke Co.—accepted Mr. Jones's invitation to contribute to the education of the youthful delegates and arranged for an inspection of the first four of these warehouses.

### Blackboard and Movies

The visitors were divided into four groups, each group visiting a different plant. While a general plan of talk was followed, each warehouse varied its program somewhat, although displays of food products were made at all four. Experienced cold storage men conducted the tour through the plant, explained the manner in which highly perishable food products are cared for, and the wide range of products that can be successfully carried. One house gave a blackboard talk on refrigeration and also demonstrated the modern way of making ice. At another, inspection was made of the underground switching terminal serving Chicago wholesale houses; at another a modern creamery was shown in full operation; and at another a "pageant of food" was arranged for the movie camera. An explanation in detail was made of the methods used for maintaining proper storage conditions. The fact that warehouses are under constant supervision, frequently inspected under requirements of State and local health laws, which also limit the length of time for storing certain food commodities,

was clearly impressed upon the guests.

It was pointed out that many people are under the impression that the public cold storage warehouses own the food products stored therein, but that is a misconception of the true facts, as the warehouses do not own these commodities; they are owned by some several hundred customers throughout the country.

### Cold Storage Menu

Perhaps the item of most interest was the banquet given at the Hotel Sherman in the evening, the entire service consisting of food which had been kept fresh in cold storage. This fact, coupled with the favorable impression created through the sanitary way in which food products are cared for, which was evidenced through exclamations of surprise and delight from time to time, banished all doubt which might have heretofore existed in the minds of the visitors as to the pureness of cold storage products.

The products which made up the menu, their State of origin and the dates when they were placed in cold storage follow:

Oranges, California, Oct. 1; grapefruit, Florida, Nov. 1; casaba melons, Colorado, Sept. 10; celery, Florida, Oct. 10; eggs, Iowa, Apr. 30; potatoes, Idaho, Oct. 10; carrots, Indiana, Sept. 30; parsnips, Wisconsin, Oct. 20; green peppers, California, Oct. 5; onions, Iowa, Oct. 20; lettuce, Idaho, Nov. 30; cherries, Michigan, June 10; cream, Wisconsin, July 10; lard, U. S. Yards, Sept. 5; broilers, Iowa, Oct. 2; butter, Minnesota, June 10.

The story of the advantages, to the farmer, of cooperation was told to the delegates by J. R. Howard, president of the American Farm Bureau Federation, and a talk on "The Cold Storage Enterprises" was made by Mr. Jones. P. C. Taff, assistant director at the extension department of Iowa State College, was toastmaster.

Following the inspection tour a contest was arranged for the visitors to submit essays on "The Importance of Cold Storage," based upon their experiences. Prizes will be awarded, and the winning essays will be printed in the successful contestants' home papers. The judges are Mr. Jones, Ralph C. Stokell, chairman of the Committee on Cold Storage Warehouses, Chicago; Ralph Morphet of the editorial department of *Ice & Refrigeration* and G. L. Noble, executive secretary of the National Committee on Boys and Girls Club Work.

Essays received early in the contest indicated the great educational value of what the Chicago warehousemen did—impressing upon the juvenile minds that cold storage warehouses are wholesome and sanitary places for the safekeeping of perishable food commodities. And the resultant benefit to the industry itself is unquestioned in the minds of the men who carried on the work.

### New Orleans Fire

Fire of undetermined origin caused a property loss of \$1,500 at a cotton warehouse of the New Orleans Dock Board on Jan. 22.

## CINCINNATI TO HAVE LARGE NEW WAREHOUSE

CONSTRUCTION of one of the largest warehouses in the Middle West is expected to begin in March for the Cincinnati Terminal Co. at Front, John and Augusta Streets, Cincinnati.

The plant will be operated in conjunction with the Ninth Street Terminal Warehouse Co., Cleveland, and the Indiana Refrigerating Co., Indianapolis. William J. Hogan, president of those two companies, will be general manager of the new Cincinnati plant, which will contain 5,000,000 cu. ft. for merchandise storage and 1,000,000 cu. ft. for cold storage. C. L. Harrison is president of the Cincinnati company.

The Cincinnati warehouse will be seven stories high, 600 ft. long and 167 ft. deep. It will have switches leading from six trunk line railroads.

### Two I. C. C. Decisions

The Interstate Commerce Commission has dismissed No. 13,354—*Caldwell Shipping Co., Inc., vs. Director-General*—by finding that the storage charges assessed at San Francisco in March, 1918, on part of a carload of merchandise from Chicago, for export, were not unreasonable or otherwise unlawful. The point made by the complainant was that storage in less than a carload should not have been the same as on a carload. The Commission said the charges were assessed during the war, as an emergency measure to clear the facilities of the carriers. It said the question was similar to that presented in *Barber & Co. vs. C. C. C. & St. L.*, 51 I. C. C. 194.

The Commission has dismissed also No. 12,955—*Huffman Brothers Motor Car Co. vs. New York Central*, holding the charges for storage, at Chicago, of three automobiles shipped from Elkhart, Ind., for export, were not unreasonable. The storage lasted from Aug. 12, 1920, to Feb. 17, 1921. The storage was made necessary because of the refusal of consignee to take delivery, pending price negotiations. The complainant contended public storage should have been procured by the defendant. The Commission said failure to do so was not negligence and even if negligence were shown it would not have jurisdiction to award damages. Claims for such damage, it said, were cognizable by the courts.

### U. S. Trucks Lower

New prices which amount to reductions ranging from \$300 to \$650 on the seven models comprising the line of the United States Motor Truck Co., Cincinnati, were announced late in January by R. S. Stewart, vice-president.

"We can now build U. S. trucks of the same high quality at a lower cost of manufacture," Mr. Stewart explained. "We believe it is to our own best interests to share our manufacturing savings with truck owners."

The D-Olt Motor Truck Co., Union Course, L. I., N. Y., has begun production of a ¾-ton express delivery truck. The chassis price is \$1,595.



## STATES MAY ENACT INSURANCE LAWS IN 1923

**C**OMPULSORY insurance is expected to be one of the phases of motor vehicle legislation undertaken during 1923 when forty-three of the State legislatures meet.

New York, Pennsylvania and Massachusetts have already gone into the subject deeply. Nebraska is assembling data which may be used as the basis for a bill of this character.

In Massachusetts a measure has been prepared by a Senator-elect which would require general liability insurance by motor truck owners. This Bay State bill is patterned after a New York measure fathered by State Senator S. W. Strauss, Jr., and drafted by Miles Dawson, who wrote the workmen's compensation Act. It is proposed that a person injured by a motor vehicle, or his dependents, will be entitled to receive indemnity from the State; while Massachusetts owners would be insured against liability arising from accidents occurring not alone in the Bay State but in any other State which may enact a similar law.

The amount of the indemnity, under the Massachusetts bill, has a basis similar to that of the workmen's compensation law. The maximum for death is \$6,400 and for incapacity \$4,000, while the minimum payments specified are \$1,000 for death, \$8 a week for total incapacity, besides medical attendance and certain specified sums for loss of limb. It is further provided that an injured person or his dependents will receive weekly payments unless the board deems it advisable to pay a lump sum, and he cannot assign the payment nor can it be attached for debt.

The bill provides that, if an injured person desires to sue the owner for damages rather than accept indemnity from the State fund, he is free to do so, in which case the State fund will pay to the owner of the vehicle the amount which the injured person is entitled to under the act. Should an owner prefer to furnish a bond, he may do so and may also insure additionally in any insurance company.

### B. L. Burke Honored

The Rock Island Business Men's Association, Rock Island, Ill., at its twenty-fourth annual meeting late in January unanimously elected as its new president B. L. Burke, president of the Rock Island Transfer & Storage Co.

### Truck Owner's Liability

A Connecticut truck owner has been forced to pay an award of \$2,000 arising from an accident caused by one of his truck drivers after working hours. In his defense, the truck owner tried to prove that the driver was not acting in the course of his employment, as it was midnight and he was driving home from a dance.

This claim is disposed of by the judge, who found that the driver on the day in question was working for his employer,

had made a delivery, then stopped for a while at a dance hall and was proceeding home by the most direct route when the accident happened. In concluding his decision, the judge said:

"There is liability and it only remains to estimate the 'economic loss' to the estate of the deceased."

### New South Bend Warehouse

The Red Line Service & Storage, recently established by the McCarthy Brothers at 233-9 South Carroll Street, South Bend, Ind., has leased a warehouse in connection with that location in order to provide additional storage space. Both household goods and merchandise are handled.

## IN THE MARCH ISSUE

**H**OW the Underwood Fanfold Billing Machine and Kardex Visible Stock Record systems operate in a storage plant where both household goods and merchandise are handled is told in an article which will appear in the forthcoming issue of *Distribution & Warehousing*.

"The Application of Two Major Office Records in Warehouse Use" is from the pen of Walter B. Fohlin, secretary of the Spokane Transfer & Storage Co., Spokane, Wash.

The forms have been favorably commented upon by the Procter & Gamble Distributing Co., Tidewater Oil Sales Corp., Shredded Wheat Co., N. K. Fairbanks Co. and other shippers. In the March issue they will be illustrated and described.

### Roads Affect Truck Costs

Concrete pavements have shown a decided increase in efficiency over dirt and gravel roads, according to results of comprehensive tests conducted by the engineering experimental station of the Iowa State College in cooperation with the highway commission.

Cost of transporting goods, 1 ton 1 mile, over dirt roads, has been figured at \$1.71, compared with \$1.15 for gravel roads, and 77 cents for concrete.

"In general, it can be stated that whenever traffic on a dirt road exceeds 110 tons a day, the saving on cost of fuel will pay the annual interest and retire the original cost of gravel road in ten years," states F. R. White, chief engineer of the highway commission who supervised the tests.

### New Los Angeles Plant

W. L. Carpenter, owner of the Argonne Transfer Co., Los Angeles, is building a warehouse at Forty-seventh and Hoover Streets, that city.

## WAREHOUSEMEN AIDING PRO-TRUCK LAW FUND

**A** FUND of \$10,000 to which warehousemen are being asked to contribute is being raised by the Truck Owners' Association of Southern California, an organization which includes storage executives among officers and members, for publicity purposes in calling attention to injury which would be caused by State legislation hampering the growth of the trucking industry.

The association plans to send a representative to Sacramento urge adoption of measures which would be fair both to the public and to the trucking interests.

The members of a legislative budget committee include F. L. Allen, president of the California Fireproof Storage Co., Los Angeles.

### Santa Fe Warehouse for Dallas

It is authoritatively announced in Dallas that negotiations are virtually finished for the erection of a warehouse to cost \$4,000,000 and an office building, 19 stories, in connection with it, by the Atchison, Topeka & Santa Fe Railroad and local business men. The present site of the Santa Fe station and the adjoining yards will be utilized. The project is decidedly the largest construction job in the history of Dallas, and will set a new mark in building records in that section of the country.

The warehouse will cover the four city blocks, beginning at Commerce Street, near Kendall Street, and extending almost to Young Street. The Santa Fe, it is understood, is to use 50 per cent of the structure. The conception, financing and construction of this big new building is largely the work of Dallas men.

### New Bedford Stockholders Meet

At the annual meeting, in January, of the stockholders of the New Bedford Storage Warehouse Co., New Bedford, Mass., Clarence R. O'Brien, a member of the American Warehousemen's Association, was re-elected treasurer and a director. Others elected directors are William M. Butler, the company's president; Abbott P. Smith, John Duff, Frederic Taber, Frederic H. Taber, Eliot H. Wefer, Morgan Butler and Abbott M. Smith.

### Camden Company Successful

The South Jersey Warehouse Co. has now been successfully in operation for six months at 1300 Pine Street, east of Haddon Avenue, Camden, N. J. The company has railroad trackage and operates its own motor truck fleet in distributing carload consignments of merchandise to Philadelphia and points in southern New Jersey.

William Rommell, Jr., manager, was for more than twenty years identified with the warehousing business in Philadelphia.



**CONSTRUCTION, REMOVALS,  
PURCHASES AND CHANGES**

Griswold & Walker, Inc., Chicago, will erect a \$250,000 warehouse, mill constructed, s.x stories, at 1525-35 Newberry Avenue.

Pcopic's Storage Co., Baltimore, is planning to erect a three-story warehouse, to cost about \$15,000, in the 1200 block on North Fremont Avenue.

Terminal Warehouse Co., New York City, has increased its capitalization to \$2,400,000 from \$2,000,000.

Los Angeles Warehouse Co., Los Angeles, is planning an eight-story reinforced concrete structure, to cost more than \$500,000, at Market and Alameda Streets. Meanwhile, to care for overflow business, the company is erecting a one-story warehouse at Commercial and San Pedro Streets and expects to add three stories during the coming four years.

Gray Warehouse Co., Santa Paula, Cal., organized to take over the Growers' Warehouse, Santa Paula, Cal., has asked authority of the State Railroad Commission to issue, in payment therefor, 250 shares of its capital of the par value of \$100 a share.

San Joaquin Wharf & Warehouse Co., Stockton, Cal., has become a subsidiary of the A. W. Scott Co., San Francisco, successors to Scott, Magner & Miller, hay and grain wholesalers. The San Joaquin warehouse has heretofore been identified directly with the Associated Terminals Co., San Francisco.

Elston Warehouse Co., Chehalis, Wash., is planning to add two units, each 50 by 100 ft. to its plant on Main Street.

Lincoln Fireproof Warehouse Co. is the new name of the Lincoln Warehouse & Van Co., Milwaukee.

George A. House Warehouse Co., Cohoes, N. Y., has increased its capitalization from \$50,000 to \$75,000.

Lee Brothers, Inc., New York City, has purchased property 19 by 100 ft. in West 124th Street, adjoining its Washington Storage Warehouse. This gives the Washington plant, which was a charter member in the New York Furniture Warehousemen's Association, space amounting to 100,000 sq. ft.

Williamson Ice & Storage Co., Williamson, W. Va., has begun construction of a five-story plant, 50 by 60 ft., to cost \$60,000.

Fort Worth Elevator Co., Fort Worth, Tex., has awarded a contract for erection of a two-story reinforced concrete warehouse, 100 by 200 ft., on East First Street. Four stories will be added at a later time.

Terminal Cold Storage & Warehouse Co., Stockton, Cal., is preparing plans for a \$275,000 pre-cooling plant on the Main Channel and Mormon Slough.

Boston Storage Warehouse Co., Boston, plans to erect a brick addition, 50 by 30 ft., to its plant at Huntington Avenue and Bryant Street.

Missouri Valley Cold Storage Co., Kansas City, has had appointed as its receiver M. W. Browne, former manager, following foreclosure upon the assets by the Commerce Trust Co.

Central Storage Co., Kansas City, has leased for five years a five-story building on St. Louis Avenue, adding 35,000 sq. ft. to the company's space. The Central has acquired 88 ft. of vacant frontage as the site for an electric crane at its building at St. Louis Avenue and Liberty Street.

Mercantile Warehouse Co., New York City, has discontinued warehousing business and has resigned from the American Warehousemen's Association.

Boston Terminal Refrigerating Co., Boston, has passed into the control of the Quincy Market Cold Storage & Warehousing Co., Boston.

Merchants Transfer & Storage Co., Davenport, Iowa, has completed occupancy of its new storage plant.

Harder's Fire-Proof Storage & Van Co., Chicago, has purchased the four-story fireproof building, 144 by 212 ft., of the Drechsler Storage Co. at 1133 Lake Street, Oak Park, Ill.

International Warehouse Co., El Paso, Tex., has increased its capacity by acquiring five acres of storage space.

Williamsport Warehouse Co., Williamsport, Pa., has acquired land, 200 by 175 ft., at Franklin Street and Pennsylvania Railroad, and plans to build a storage plant.

Merchants Transfer & Storage Co., Belleville, Ill., has purchased property at Second Street on the Illinois Central and will convert it into a warehouse.

**NEW INCORPORATIONS  
WITHIN THE INDUSTRY**

James B. Southee, Inc., Binghamton, N. Y. To conduct general warehousing. Capitalization, \$60,000.

Church Street Storage & Warehouse Co., Albany, N. Y. To conduct warehousing and forwarding business. Starts business with \$500 paid capital and 1000 shares of stock with no par value.

Montana Seed Warehouse Co., Missoula, Mont. Capital, \$50,000.

National Warehouse & Forwarding Co., Dallas, Tex. Capital stock, \$80,000. Incorporators, H. R. Wheeler, F. L. Robertson and C. P. Vaughan.

Growers' Warehousing Corp., Henderson, Ky. Capitalization, \$500,000. Incorporators, A. G. Crutchfield, C. C. Hammock and W. H. Ogden.

Wilmington Warehousing Co., Wilmington, Del. Capitalization, \$250,000. Incorporators, William Blatz, Frederick J. Blatz and A. G. Walsh.

Enos Cartage Co., Cleveland. Capital, \$25,000. Incorporators, Lester M. Enos, Anna M. Enos, J. H. Anderson, F. R. Love and Frank E. Mooney.

Transportation Service Co., Cleveland. Capital, \$5,000. Incorporators, A. G. Levine, L. J. Kohn, Joseph A. Klein, D. C. Wilson and Fred H. Handler.

Union Transfer & Storage Co., Houston, Tex. Capital stock, \$50,000. Incorporators, L. G. Riddell, C. C. Geiselman and J. C. Grove.

135 Liberty Street Corporation, New York City. To engage in realty, storage warehousing, etc. Capitalization, \$100,000. Incorporator, S. Greenberg.

**NEW INCORPORATIONS  
WITHIN THE INDUSTRY**

Barbee Distributing Co., Louisville, Ky. To conduct warehouses and buy receipts. Capital, \$10,000; debt limit, \$150,000. Incorporators, A. M. Kellerman, G. J. Felzenthall and K. Mulloy.

Quarterly Transport Warehouse Co., Milwaukee. To store automobiles, etc. Capital stock, \$5,000. Incorporators, M. L. Buck, E. W. Genens and A. J. O'Connor.

Tennessee District Warehousing Corp., Gallatin, Tenn. Capitalization, \$60,000. Incorporators, W. Y. Allen, W. D. Calgy, H. Dunklin, C. R. Boren, W. H. Penny, R. F. Long and I. M. Baker.

Grocers Warehousing Corp., Gallatin, Tenn. Capitalization, \$90,000. Incorporators, T. T. Tucker, J. Freeman, S. C. Downing, J. W. Hagan, T. D. Sanderson, S. T. Williams and J. M. Morris.

Horstmann Warehouse Co., Inc., Brooklyn. Refrigeration plants, storehouses, etc. Capitalization, \$100,000. Incorporators, R. B. Livingston, New York City, and Charles B. Horstmann and Elver Tuttle, Brooklyn.

Girard Family Stores, Inc., Philadelphia. Capitalization, \$1,200,000. Incorporators, William H. Eden, Charles G. Senges and Frank Patterson.

Pacific Southwest Wool & Warehouse Co., Los Angeles. Capitalization, \$1,000,000. Incorporators, J. D. Fredericks, president, Los Angeles Chamber of Commerce; Francis H. Beckett, vice-president, Pacific Mutual Life Insurance Co.; J. R. West, A. L. Veitch and B. C. Hanna.

H. G. Chaffee Warehouse Co., Los Angeles. Capital stock, \$1,000,000. Incorporators, H. F. Keenan, Walter J. Wallace, H. W. Keller, F. C. Van Dine, D. M. Brogdox, A. L. Schwaz and J. H. Henry.

Manufacturers' Warehouse & Storage Co., Woonsocket, R. I. To conduct general warehouse, packing and storage business. Capital stock, 500 shares of no par value.

Growers' Warehousing Corp., Clarksville, Tenn. Capitalization, \$1,000,000. Incorporators, I. R. Peterson, M. H. Rudolph, M. C. Northington, J. M. Sawyer, T. T. King, M. H. Cunningham and N. H. Eubank.

Tower's Warehouses, Inc., New York City. Storage warehousing, etc. Capitalization, \$250,000. Incorporator, P. C. Tickner, Allenhurst, N. J.

Terminal Warehouse & Forwarding Co., Houston, Tex. Capital stock \$5,000. Incorporators, R. W. Franklin, C. E. Granger and W. J. Binyon, Jr.

Moths Cartage Co., Milwaukee. Capital stock, \$10,000. Incorporators, Linton Moths, E. C. Moths and H. L. Hirthe.

Growers' Warehousing Corp., Owensboro, Ky. Capitalization, \$750,000. Incorporators, C. O. Tong, T. H. Black, T. S. Coke, L. Harris, R. B. Culley, John Bibb and T. C. Field.

Virginia-Carolina Warehouse Association, Inc., Danville, Va. Non-stock. Incorporators, James H. Wilson, Danville, president; C. P. Brame, South Hill, Va., secretary, and C. B. Davis and M. O. Nelson.

**\$500,000**  
**First Mortgage 6 1/2% Gold Bonds**  
**secured by**  
**Metropolitan Storage Warehouse**  
**New York City**

The owner of this structure is the Metropolitan Fireproof Warehouse Corporation, of which Mr. Charles S. Morris is President and General Manager. Mr. Morris was the first President of the National Furniture Warehousemen's Association and was for ten years President of the Van Owners' Association of Greater New York. He is now Vice-President of the New York Furniture Warehousemen's Association.

The Metropolitan Storage Warehouse, on Amsterdam Avenue with frontage on West 83rd Street, is valued at \$755,075, based on independent appraisals furnished by realty dealers, architects and builders. Annual net earnings are estimated at \$107,504. The structure will be eleven stories in height, of fire-proof construction throughout, completely equipped for warehouse purposes.

We offer these bonds in denominations of \$100, \$500, and \$1,000, in annual maturities from 2 to 12 years. They are created and safeguarded under the Miller plan, whereby last year we financed millions of dollars of new building construction, in cities from New York to Dallas, Texas. Not only are the bonds well protected by the value of the building, but the element of security will be steadily increased as a part of the issue is paid off each year. Complete descriptive circular will be sent on receipt of the attached coupon.

PRICE: PAR AND ACCRUED INTEREST YIELDING 6 1/2%

**G. L. MILLER & CO.**  
INCORPORATED

3501 Carbide and Carbon Building  
 30 East 42nd Street, New York

3501 Hurt Building  
 Atlanta, Ga.

Philadelphia

St. Louis

Memphis

Knoxville

G. L. Miller & Co., Inc.  
 3501 Carbide and Carbon Building  
 30 East 42nd Street, New York

MAIL THIS COUPON TODAY

Dear Sirs: Please send me descriptive circular of the Metropolitan Storage Warehouse 6 1/2% bonds.

Name .....

Address .....

City and State .....



## The Greatest Handicap—

THE greatest handicap a warehouse owner has to contend with is waste space. Storage revenue income is controlled by storage space and storage space originates with the plans of your building.

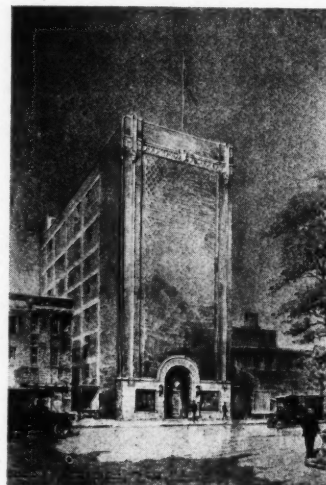
Our years of experience in specialized warehouse building—our years of accomplishment, place us in a position to design warehouses that give from 70% to 75% total square foot area available for storage space—and profit.

Consider this against incorrectly laid out warehouses where in some cases the total space available for storage runs as low as 50% and you will readily see what our service means to our clients.

Whatever your problem may be—let Moores & Dunford place one of their representatives at your service. Our representatives, situated at various points throughout the country, are available at all times. We can assist you to determine the proper location for your warehouse and the type of building best suited to the needs of your particular locality.

We solicit an opportunity to convince you that Moores & Dunford service will insure lowest building costs consistent with good work—a building that will be a credit to your community—a building that will bring you greatest possible returns on your investment.

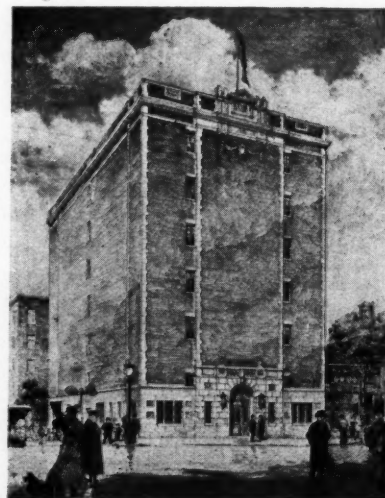
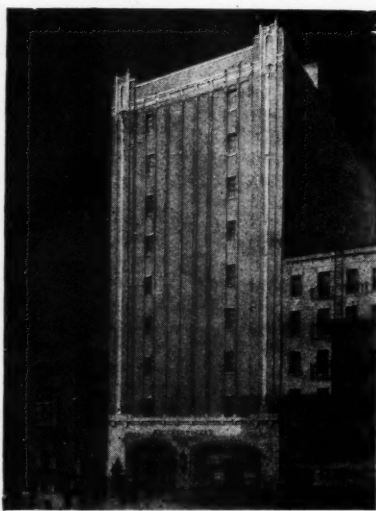
Immediate attention will be given your request for an interview.



**We charge no fee for consultation and advice**

### **Moores & Dunford Service**

insures a building of artistic design, which will draw to you new business—a building that means greater security—a building with the greatest possible amount of total square foot area available for storage—and profit.



**Three of the fourteen  
warehouses designed  
by us in 1922.**

*There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone, or call upon us. You are assured of maximum efficiency at minimum cost.*



## MOORES & DUNFORD

1117 Canadian  
Pacific Building  
New York

744 First National  
Bank Building  
Chicago, Ill.



# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## AT YOUR SERVICE

### For Household Goods Shipments—For Merchandise Distribution

ON the following pages will be found, set forth in representative advertisements, the facilities and qualifications of more than 500 progressive warehouse companies who are equipped to render the service which the shipper wants in handling household goods consignments and merchandise distribution.

These advertisements, which make up the Shippers' Index—a monthly revised directory of the warehouse industry—are arranged geographically and alphabetically for the convenience of those who seek warehouse service, whether it be in the household goods or merchandise field.

Household goods warehousemen, in finding consignees for inter-city shipments of household goods, and traffic managers of the country's largest manufacturing distributors seeking warehouses to handle their products, consult regularly the pages of the Shippers' Index in DISTRIBUTION & WAREHOUSING to the profit of themselves and the warehouse companies who are represented therein.

*The Warehouseman who advertises  
his ability to serve is deserving of  
the Shipper's first consideration.*

## CONVENTION CALENDAR

February 13	.....	Pennsylvania Furniture Warehousemen's Association	.....	Philadelphia
February 14	.....	Maryland Furniture Warehousemen's Association	.....	Baltimore
February 14	.....	New York State Cold Storage Warehousemen's Association	.....	Rochester
February 21	.....	New Jersey Furniture Warehousemen's Association	.....	Newark
February 23-24	.....	Pacific Coast Furniture Warehousemen's Association	.....	Santa Barbara
February	.....	Kansas City Warehousemen's Association	.....	Kansas City
April 20	.....	Missouri Warehousemen's Association	.....	Kansas City
April	.....	Minnesota Warehousemen's Association	.....	(To be decided)
June 25-27	.....	National Team and Motor Truck Owners' Association	.....	Milwaukee
July	.....	National Furniture Warehousemen's Association	.....	(To be decided)
December	.....	American Chain of Warehouses	.....	(To be decided)
December	.....	American Warehousemen's Association	.....	(To be decided)
December	.....	Canadian Storage & Transfermen's Association	.....	Montreal
December	.....	Illinois Association of Warehousemen	.....	Chicago
December	.....	National Distributors' Association	.....	(To be decided)
January	.....	New York Furniture Warehousemen's Association	.....	New York City



## BIRMINGHAM, ALA.

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

## BIRMINGHAM, ALA.

*"The World Moves—So Does Goodman"***GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

**BIRMINGHAM, ALA.**

## BIRMINGHAM, ALA.

**HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer  
& Storage Co.**General Merchandise, Furniture  
and Household Goods StorageDistribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon  
Equipment—Track Connections with All  
Railroads.

The Men Who Distribute

**Walker's Chile Con Carne**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BIRMINGHAM, ALA.

**WARRANT  
WAREHOUSE  
COMPANY**

Established 1905



BIRMINGHAM

and

MOBILE

**Fireproof Sprinklered Warehouses**

Sidetracks connecting with All Railroads

**DISTRIBUTION — STORAGE — LOANS**

Operates Its Own Trucks and Teams

**LOWEST INSURANCE RATES IN THE SOUTH**

## MOBILE, ALA.

**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

**Mobile, Ala.**

## MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

## MONTGOMERY, ALA.

**STANFORD:****Packers—Movers—Shippers**

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER &amp; WAREHOUSE CO.

Montgomery, Alabama

**KEEP IT UP!**One step won't take you very far, you've got to  
keep on walking;One word won't tell them what you are, you've  
got to keep on talking;One inch won't make you tall, you've got to keep  
on growing;One little "ad" won't do it all, you've got to keep  
'em going.*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*

**SELMA, ALA.***Selma—In the Heart of Alabama*

THE LOGICAL POINT  
OF DISTRIBUTION  
TO POINTS WEST

Our wholesale trade compares favorably with  
Montgomery, Birmingham and Mobile.

SEND YOUR BUSINESS TO

## Alabama Warehouse

BONDED

*Complete storing and shipping facilities. Private  
track connecting with all railroads entering  
Selma with free switching privileges.*

We are equipped to render full and satisfactory services  
to manufacturers—receiving, storing and distributing  
merchandise promptly and with all attention to detail.

OTTO K. ERHART & CO.

UPTOWN WAREHOUSES AND OFFICE:

Opposite L. & N. Passenger Station.

PLANT: SELMA ST. AND RAILROAD.

**NOGALES, ARIZONA**

## The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding B. P.

**TUCSON, ARIZONA**

## Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

**FORT SMITH, ARK.**

## O. K. TRANSFER & STORAGE CO.

FORT SMITH, ARK.

Storing—Shipping—Moving

POOL-CAR DISTRIBUTING A SPECIALTY

The Men Who Distribute

## Wrigley's Chewing Gum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**TEXARKANA, ARK.**

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

ESTABLISHED 1882

DISTRIBUTORS OF

POOL CARS  
STORAGE  
TRUCKING  
MOVING

**BERKELEY, CAL.**

## STUDENTS Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in  
Berkeley

We give daily service to Oakland,  
Alameda, Piedmont, Emeryville  
and San Francisco

**S**TUDENTS  
STORAGE  
SERVICE

**EL CENTRO, CAL.  
IMPERIAL VALLEY**

## PIONEER TRUCK and TRANSFER CO.

Warehouse:

S. E. Cor. 3rd & State Sts.

Office: 114 N. 5th St.

Only Reinforced  
Concrete Warehouse  
for Storage and  
Carload Distributing  
Throughout  
the Whole Imperial  
Valley.

Daily Truck Service  
to All Valley Towns.  
Our Stock in Trade,  
SERVICE.



## FRESNO, CAL.

# BEKINS

VAN AND STORAGE CO.

DISTRIBUTORS

**California Shipments Promptly  
Handled**

FRESNO 1248 Van Ness Ave.    SAN FRANCISCO 13th and Mission    OAKLAND 22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## LONG BEACH, CAL.

## Long Beach Transfer & Warehouse Co.

Incorporated 1907

**Household Goods Our Specialty**

Removals, Storage, Packing, Forwarding and Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.  
Pacific Coast Furniture Warehousemen's Association

We send our check promptly on receipt  
of bill of lading for your charges.

**Only Fireproof Warehouse in Long Beach**

## FRESNO, CAL.



FIRE-PROOF  
LOW INSURANCE

**STATE CENTER WARE-  
HOUSE & COLD  
STORAGE COMPANY**

General Merchandise storing and  
distributing.  
Packing, Crating and Shipping of  
Household Goods.

## FRESNO, CAL.

**Valley Van & Storage Co., Inc.**  
Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## LOS ANGELES, CAL.

# BEKINS

Fire Proof Storage

DISTRIBUTORS

**California Shipments Promptly  
Handled**

FRESNO 1248 Van Ness Ave.    SAN FRANCISCO 13th and Mission    OAKLAND 22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

**Hollywood Storage Company, Inc.**  
"FIREPROOF"

Car Distribution    Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave.,    Hollywood, Calif.

## LOS ANGELES, CAL.



## CALIFORNIA TRUCK CO.

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in  
**SOUTHERN CALIFORNIA and ARIZONA**  
and to  
**TRANS-PACIFIC PORTS**  
322-324 EAST THIRD STREET

## LONG BEACH, CAL.

LONG BEACH OFFICE:  
144 Pacific Ave.

LOS ANGELES OFFICE:  
426 Alameda St.



HOUSEHOLD GOODS    MERCHANDISE  
Removals, Storage, Packing, Forwarding    Warehousing, Distributing  
MEMBER { California Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

## LOS ANGELES, CAL.

# FIDELITY

## FIREPROOF STORAGE

Washington & Arapahoe Sts.  
Los Angeles, Calif.

*Prompt and Efficient Service  
Pool Car Distribution Solicited*

MEMBER

National Furn. Warehousemen's Assn.  
Pac. Coast Furn. Warehousemen's Assn.  
Frank Robert Palmateer, Prop.

The Men Who Distribute  
**Federal Sugar**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



## LOS ANGELES, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES.

## Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave. Hollywood, Calif.

## LOS ANGELES, CAL.

## FIFTY THOUSAND

shipments of household goods have been  
consigned to us in the past ten years.

There must be a Reason.

Give us a trial and we will guarantee satisfaction.

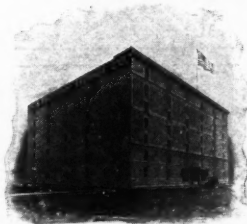
## LOS ANGELES WAREHOUSE CO.

O. B. FULLER, Mgr.

M. E. TURNER, Asst. Mgr.

## LOS ANGELES, CAL.

## Superior Service



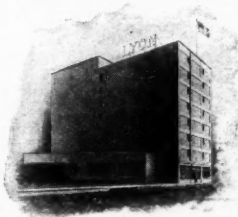
Two huge, modern,  
fireproof warehouses,  
long experience and  
unusually competent  
corps of men offer  
you paramount service.

Immediate service  
when Bill of Lading  
is received.

Collections handled  
promptly.

Reasonable Rates.

Private Spur Track.



  
**Lyon Fireproof Storage Co.**  
1950 SO. VERMONT AVE. LOS ANGELES

The Men Who Distribute

## Excelsior Stoves

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE

941 W. 16th ST.

SAN DIEGO  
OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## LOS ANGELES, CAL.

## Shattuck & Nimmo Warehouse Co.

Commercial and  
Household Furniture  
Storage

WE SPECIALIZE IN DISTRIBUTION OF  
CARLOAD SHIPMENTS

Ample Private Trackage at  
Plant and Equipment for  
Prompt and Efficient Service.

### MEMBERS

American Chain of Warehouses  
American Warehousemen's Association  
California Warehousemen's Association  
National Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
Local Rotary Club and Chamber of Commerce

## LOS ANGELES, CAL.

## WEST COAST WAREHOUSE CO. OF LOS ANGELES MERCHANDISE STORAGE DISTRIBUTION

Ample Trackage  
Efficient Service  
Central Location

Address—  
Sixth and Utah Sts.  
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



## LOS ANGELES, CAL.



Warehouse No. 9

**Traffic  
Managers  
and  
National  
Distributors**

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate  
18c per \$100.00  
per year.



Warehouse No. 1

## Union Terminal Warehouse Company

## OAKLAND, CAL.

**BEKINS**  
Fire Proof Storage

DISTRIBUTORS

**California Shipments Promptly  
Handled**

FRESNO      SAN FRANCISCO      OAKLAND  
1248 Van Ness Ave.    13th and Mission    22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## SAN DIEGO, CAL.

**WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION**

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
941 W. 16th St.

SAN DIEGO  
OFFICE  
962 Second St.

**THREE WAREHOUSES—PRIVATE R.R. SIDINGS**  
Members Pacific Coast Furniture Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



## SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



## SAN FRANCISCO, CAL.

**BEKINS**  
Fire Proof Storage

DISTRIBUTORS

**California Shipments Promptly  
Handled**

FRESNO      SAN FRANCISCO      OAKLAND  
1248 Van Ness Ave.    13th and Mission    22nd and San Pablo  
LOS ANGELES, 1335 South Figueroa St.

## SAN FRANCISCO, CAL.

Consign to

**THE HASLETT WAREHOUSE CO.**

60 California St., San Francisco

Pioneer in the Warehouse and Distribution Business.

Operating in the Logical Distribution Center of the Pacific Slope with

Complete Warehouse and Drayage Facilities.  
Low Insurance Rates.S. M. HASLETT  
PresidentP. E. HASLETT  
Secretary

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL

The Men Who Distribute

**Swift & Co. Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SAN FRANCISCO, CAL.

**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

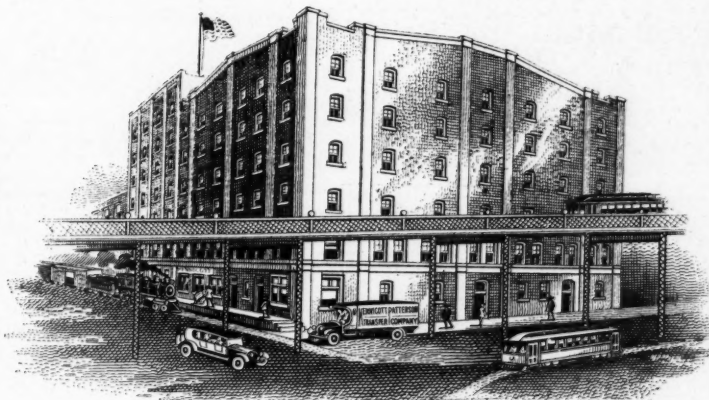
We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**

625 Third Street, San Francisco, California

## DENVER, COL.

Free  
Switching  
From and to All  
Roads  
Entering  
DenverMembers  
C W C  
A W A  
N F W A**To Sell West—Store West**

Nowadays, when every sale is the outcome of a lively scrap with several competitors, it's wise to get the goods onto the customer's shelves before he cools off.

Back up your salesman on the Colorado, Utah, New Mexico and Wyoming territories with a plentiful stock in our warehouse. We can reach practically any point in those states twenty-four hours after receiving instructions.

In Denver, our fleet of 42 vehicles cuts delivery time to two hours.

Our platforms accommodate twenty cars at once. We are in the heart of the jobbing district, and only three blocks from the farthest freight station. Office accommodations for brokers. Household goods stored. Every other service a warehouse can render.

**The Kennicott-Patterson Transfer Company**

1700—16th Street

Half block from Union Station

Denver

Colorado



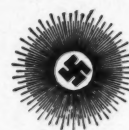
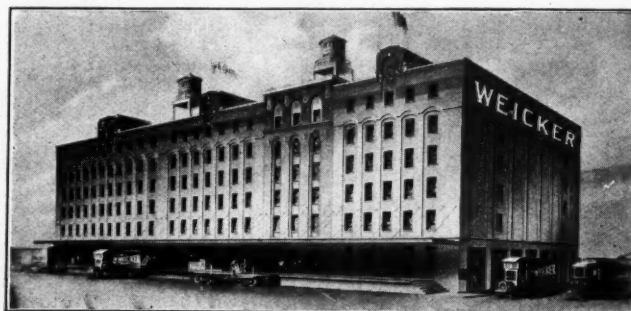
DENVER, COL.

## When You Need SERVICE in Denver and vicinity

*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

### THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado

TRINIDAD, COL.

### Pople Transfer & Storage Co.

General Hauling  
Moving, Packing and Storing of  
Furniture and Pianos

748 West Main Street

The Men Who Distribute

### Gorton's Cod Fish

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute

### Cudahy Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

BRIDGEPORT, CONN.

### THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods  
Warehousing and Distribution  
Private siding—Free switching  
Low Insurance—Prompt Service

BRIDGEPORT, CONN.

Frank E. Ballard, President D. F. Burrie, General Manager

## THE GENERAL WAREHOUSING CO.

BRIDGEPORT, CONN.

New York, Pier 52½ N. River

A modern fireproof warehouse with direct rail and wharf facilities.

A complete distribution service throughout Southern New England to consumer's door.

A fleet of trucks in Southern New England.

A steamship line between New York and Bridgeport.

A fleet of trucks in the metropolitan district.

Pool Car Distribution.

**HARTFORD, CONN.**

Established 1850

Incorporated 1908

Ship Freight in Care of  
**The Bill Brothers  
 Company**

**GENERAL TRANSFER AND  
 FORWARDING AGENTS**

**46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

**STORAGE WAREHOUSES**

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

**HARTFORD, CONN.**

**FURNITURE STORAGE**

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China  
 Our Specialty

**BARTLETT BROS.**

212 Asylum St., Hartford, Conn.

**HARTFORD, CONN.**

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
 PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

**HARTFORD, CONN.**

Est. 1892

**HARRIS EXPRESS**

Tel. 2-2611

J. PASTERNAK, Prop.

89 MORGAN STREET, HARTFORD, CONN.

**Moving, Hauling and General Trucking**

We specialize in loading, unloading and reconsigning  
 of carload shipments.

The Men Who Distribute

**California Walnuts**

Read **DISTRIBUTION & WAREHOUSING**  
 and consult the Shippers' Index

**HARTFORD, CONN.**

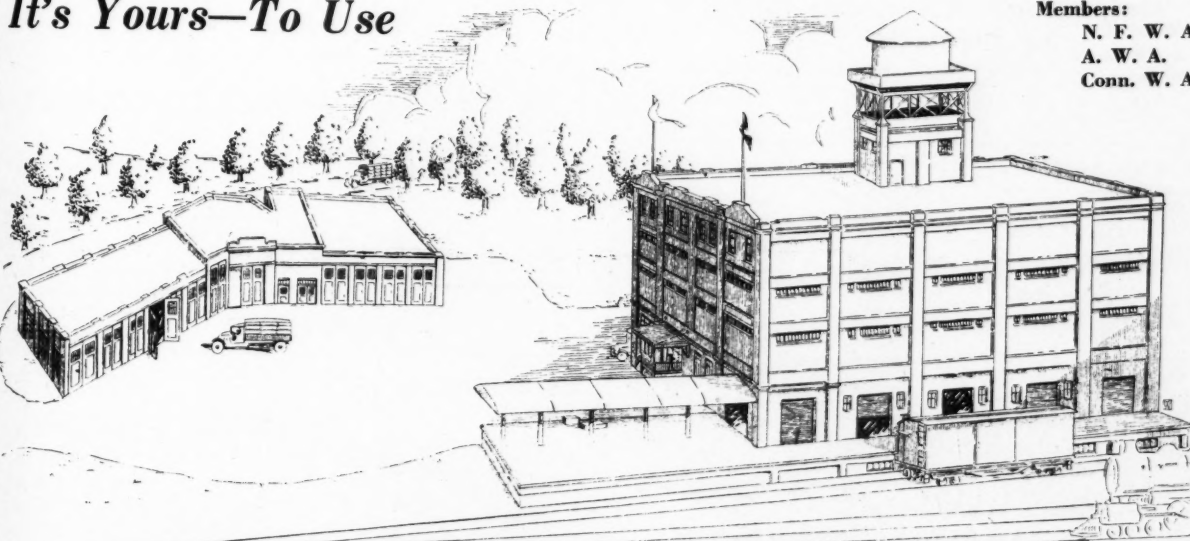
*It's Yours—To Use*

Members:

N. F. W. A.

A. W. A.

Conn. W. A.



**Hartford Despatch & Trucking Co., Inc.**

Hartford, Conn.

*Movers — Forwarders — Warehousemen*

## NEW HAVEN, CONN.

**THE SMEDLEY CO.**

165-181 Brewery St.

**FIREPROOF STORAGE WAREHOUSE  
ALL PRIVATE ROOMS***Packing, Shipping, Storage of Household Goods Exclusively.  
Trucking of All Kinds and Capacities.*

## NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

**PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER**

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

**The Ralph N. Blakeslee Company**

Est. 1859

Storage	{	Furniture	Trucking	{	Local and
		Merchandise			Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

## WATERBURY, CONN.

**Waterbury Storage Company**John Moriarty, Inc., Prop.  
Est. 1877

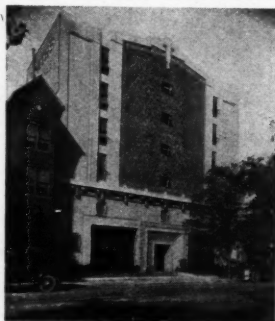
127 East Main St.

Elevators    Fireproof Buildings    Cap. 562 Rooms  
Members N. F. W. A.

## WASHINGTON, D. C.

**Metropolitan Warehouse Company**  
50 Florida Ave., N. E.*Designed, constructed and operated for the economical  
handling of high grade merchandise and household effects.  
Storage and distribution. One block from B & O RR yards.  
Centrally located. Motor Truck Service.*

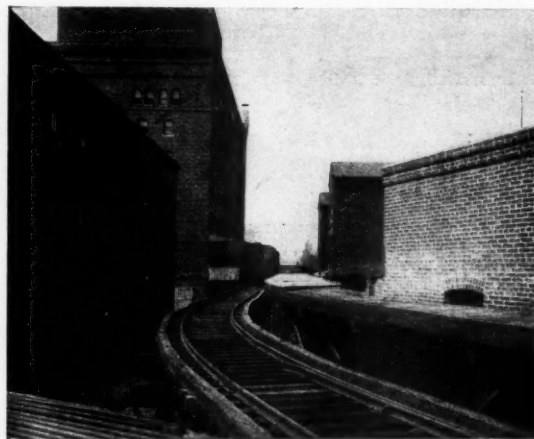
## WASHINGTON, D. C.

**Fireproof  
Construction  
Service-  
Promotion****Regular Long Distance  
Hauling  
Baltimore to New York  
and  
Way Points-Services****Smith Transfer & Storage Co.**  
1313 You Street, Washington, D. C.  
MEMBERS N. F. W. A.

The Men Who Distribute

**Murphy Chairs**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## WASHINGTON, D. C.

When in need of Merchandise Ware-  
house Service of any kind in

WASHINGTON, D. C.

Call on Us

**The Terminal Storage Co.**

of District of Columbia

First and L Streets, N. E.

B &amp; O Sidings to Warehouses

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

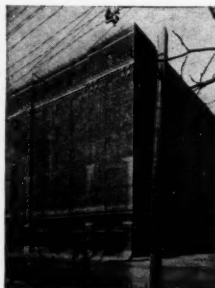
## MEMBERS:

National Furniture  
Warehousemen's AssociationEfficient and Courteous  
Service

Modern Fireproof Warehouse

We send our check *immedi-  
ately* upon receipt of bill of  
lading, for your charges.Member:  
American Warehousemen's Assn.

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Member National Furniture  
Warehousemen's Association**Delcher Bros. Storage Co.**

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**FIREPROOF WAREHOUSE**

Low Insurance Rate.

We Move, Pack, Store and Ship  
Household GoodsDistributing Pool-Car a  
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles  
for Tourists



**JACKSONVILLE, FLA.****UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments      Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

**LAKELAND, FLA.****YARNALL TRANSFER & STORAGE COMPANY**

Located in the center of the railroad and hard road district  
of South Florida.

If you are interested in making a 24 hour quicker delivery  
to your customers than you are now doing, write us.

Moving      Packing      Storing      Distributing

**MIAMI, FLA.****The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.

Private Trackage      Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

**PENSACOLA, FLA.****Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase &amp; Alcinez Streets

**PENSACOLA, FLA.****PENSACOLA, FLA.**Storage—Distribution—Forwarding  
Merchandise Only

Prompt Service—Accurate Accounting

**THE M. F. GONZALEZ COMPANY**

The Men Who Distribute

**Oakley Chemicals**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Armour Cereals**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**ATLANTA, GA.**

HOUSEHOLD GOODS EXCLUSIVELY  
THE MOST **MODERN WAREHOUSE** IN THE SOUTH

**ATLANTA, GA.****B. U. JONES****TRANSFER & STORAGE CO.**

Merchandise Storage and Distribution. Household goods  
packing and storage. Carloads a specialty. Centrally  
located.

109-111 PETERS ST.

**ATLANTA, GA.****MORROW****Transfer & Storage Company**HOUSEHOLD GOODS and COMMERCIAL  
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

**ATLANTA, GA.****NATIONAL  
Bonded Warehouse**

Atlanta's Newest and Largest Warehouse

**STORAGE and DISTRIBUTION**

Liberal Cash Advances Made on Storage

"Bonded for Your Protection"

ATLANTA, GA.

# SECURITY WAREHOUSE COMPANY

## ATLANTA, GEORGIA



STORAGE

DISTRIBUTION

**MERCHANDISE ONLY**

ATLANTA, GA.

**JOHN J. WOODSIDE STORAGE CO., Inc.**

Established 1891

Office: 239-241 Edgewood Avenue, Atlanta, Georgia

**STORAGE—MOVING—PACKING—SHIPPING**

HOUSEHOLD GOODS AND PIANOS EXCLUSIVELY

Our Three Warehouses Are Convenient to All Freight Depots



We will give your customer the right kind of service at this end and your interests will be well protected

SAVANNAH, GA.

### Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigining  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and Steamship Docks

Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President

302-316 Williamson Street Savannah, Ga.  
P. O. Box 985

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH Established 1900  
**THE HOLLINGSWORTH WAREHOUSES**  
**STORAGE, DISTRIBUTION AND FORWARDING**  
**MERCHANDISE ONLY**

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 &amp; 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

### Savannah Distributing Company

MERCHANDISE STORAGE  
TRACKAGE FACILITIES TO PLATFORMS  
FIRE-PROOF STORAGE

**Insurance Rate 60c per Hundred**

Special Attention To Pool Cars

Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.

CONVENIENT TO ALL S. S. TERMINALS.

The Men Who Distribute

**California Peaches & Figs**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BOISE, IDAHO

**PEASLEY**  
**TRANSFER & STORAGE COMPANY**  
 STORAGE, TRANSFER AND FORWARDING  
 NINTH AND GROVE STREETS

## POCATELLO, IDAHO

## Garrett Transfer & Storage Co., Inc.

Storage, Distributing,  
 of Merchandise.

Pool Cars a Specialty.

Write for Rates

Pocatello, Idaho

The Men Who Distribute  
**International Harvester  
 Products**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## ABOUT Distribution & Warehousing

"Just kindly put us on your permanent subscription list and send us a bill whenever your books show us delinquent. Your publication is not only read but studied."—*L. C. Abbott, V.P. & G. M., Ft. Worth Whse. & Stor. Co., Ft. Worth, Texas*

"We consider your magazine the most complete publication of its kind, covering as it does all matters connected with the warehouse industry."—*W. O. Nevill, Treas., D. A. Morr. Transf. & Stor. Co., Kansas City, Mo.*

"I know that you are devoted heart and soul to the advancement of the warehouse industry throughout the country."—*W. W. Morse, Pres. Amer. Warehousemen's Assn. and Pres. Security Warehouse Co., Minneapolis, Minn.*

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## Here Is Your New Bloomington Branch

That desire you have long had, to distribute to the center of the Middle West economically and swiftly, is about to be satisfied.

You only need place a stock on our floors, and send us a list of your accredited customers. Then they may order from us direct, receiving their goods with surprising promptness, in excellent condition.

We can deliver to practically any point in Illinois in one day; in the adjacent states in one or two. Five trunk lines are connected by rail with our platforms, and switching is gratis.

Our building is fire-resistant, sprinkled, immaculately clean. Our local delivery provides thirty-minute connection with four of the best jobbing houses in the state.

Refer to Fels & Co., The Sharples Separator Co., The Montauk Metallic Bed Co., or the American Sugar Refining Co., for a statement of the service we render.

Name the commodity you manufacture or distribute, and find how reasonable our rates are. Name the field absorbing your product and learn how we are able to reach it at low cost. Dictate the letter before you turn the page.

The  
**JOHNSON**  
**TRANSFER & FUEL CO.**

Office, 401-403 Center St.



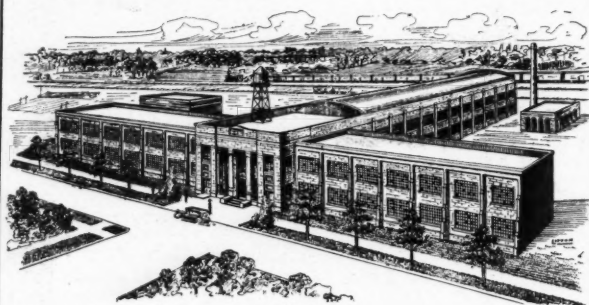
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**Cairo Storage  
and Forwarding Company**  
CAIRO, ILLINOIS & MOUNDS, ILLINOIS  
*Incorporated—Bonded—Licensed*  
COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
ALL RATES BREAK ON CAIRO

## CAIRO, ILL.

**Glynn's  
TRANSFER and FIREPROOF STORAGE**  
MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS  
Private Siding—Trucking Service—Member N.F.W.A.  
The Only Storage Firm in the City Who Own Their  
Fireproof Building

## CHAMPAIGN, ILL.



## C. M. CALDWELL STORAGE COMPANY

Fireproof Merchandise Warehouse Five  
Blocks from Business Center Free Switch-  
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40,000 square feet. Private siding on Illinois  
Central R. R. Pool Car Distributors.

1002 N. Market St. Champaign, Ill.

CHAMPAIGN, ILL.  
URBANA, ILL.

**WAGNER & SON**  
**TRANSFER—PACKING—STORAGE**  
Packers and Shippers for the TWIN CITIES  
Logan & Water Sts. Champaign, Ill.

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**BEKINS  
HOUSEHOLD SHIPPING COMPANY**  
Reduced Rates on Household Goods, Automobiles  
and Machinery  
General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

## CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road  
Operating  
CHICAGO'S FINEST MERCHANDISE WAREHOUSES  
On the great Chicago Junction Railway—In the world-  
famous Central Manufacturing District—The geographical  
center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination  
WHY NOT USE THE BEST FACILITIES?

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Before you decide on your  
Chicago Warehousing connections,  
investigate the facilities and service  
of the—

**Continental Warehouse Co.**  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart  
of the freight terminal district*

## CHICAGO, ILL.

## Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

### MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

## CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS  
Mark your consignments for

## The DREXEL STORAGE & TRANSFER COMPANY

4837-4839 Cottage Grove Ave., Chicago, Ill.

The Men Who Distribute

## Illinois Seeds

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CHICAGO, ILL.

## EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
For Household Goods  
(Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.

"Ship the  
Empire Way"

**EMPIRE STORAGE  
COMPANY**  
52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER  
National Furniture Warehousemen's Assn.  
Illinois



CHICAGO, ILL.

## HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the  
United States

### HOUSEHOLD GOODS

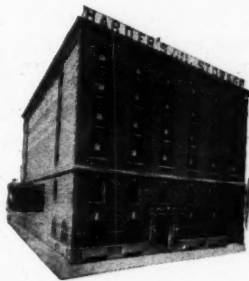
This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

### MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.



### Pool Car Distributors

Members N. F. W. A., A. W. A.,  
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Fortieth Street and Calumet Ave.  
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STONY ISLAND  
6824-26 Stony Island Ave.  
BROADWAY  
4015-17 Broadway

**Harder's Fireproof  
Storage & Van Co.**

General Offices  
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Chicago

CHICAGO, ILL.



## G and W Service

THE MOST COMPLETE,  
EFFICIENT AND ECONOMICAL  
WAREHOUSING AND DISTRIBUTION  
SERVICE IN  
CHICAGO

No commissions to Storage Brokers

**GRISWOLD & WALKER, Inc.**

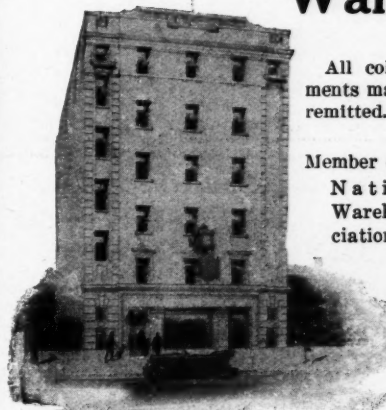
1501 South Peoria Street

CHICAGO, ILL.

ESTABLISHED 1874

## HEBARD

Storage  
Warehouses



All collections on shipments made to us promptly remitted.

Member of

National Furniture  
Warehousemen's Association,  
Illinois, New York and  
Southern Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

# KESSEL BROS.

## STORAGE WAREHOUSES

### 100,000 SQUARE FEET

Our two warehouses, manned by bonded and experienced warehousemen, offer much to you in the storage, moving, packing and shipping of household goods.

Our service and facilities plus two locations convenient for South Side distribution make it possible to quote unusually favorable rates. We distribute pool cars and transfer lots promptly. Truck and van service.

Consign to us in carload lots via the Chicago Junction Railroad—on less than carload lots consign to Englewood Station. We remit promptly on collections. References: Dun's, Bradstreet's or your bank.

We guarantee satisfaction and invite correspondence.

**We Reciprocate on Shipments**

### KESSEL BROS.

Warehouse "A"  
2-12 East 41st St.

General Office  
4033 State Street

Warehouse "B"  
3836-3850 Indiana Ave.

CHICAGO, ILL.

"NO DELAYS"

## Edward Lasham Co.

Merchandise Storage  
Pool Car Distributors  
Teaming and City Delivery  
Seventy-Five Motor Trucks and Wagons  
No Delays  
Downtown Modern Warehouse  
Switch Track Connections with All Roads

### EDWARD LASHAM CO.

1559 S. State St.  
Chicago  
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CHICAGO, ILL.

## M & E WAREHOUSE COMPANY

PERSONAL service warehouse acting as your Chicago branch or agent. Merchandise storage and distribution. Cartage contractors. 10-car private switch connections with all railroads. Trap car service. Members Illinois Warehouse Association. Reshipping to all parts.

Formerly  
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1823 to 1847 South Canal Street  
CHICAGO, ILLINOIS

CHICAGO, ILL.

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SHIPPING AND STORAGE  
WAREHOUSE

Merchandise and Automobile storage. Ideal location for south side distribution. Direct connection with all railroads. Prompt and efficient service. Truck Fleet. Consign to us and let us assist you in reducing distribution costs on the south side of Chicago. Fifteen years in the business.

WE KNOW HOW

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SHIPPING AND STORAGE WAREHOUSE  
131 West 63rd St., Chicago, Ill.  
Phone: Went. 2838



## CHICAGO, ILL.

**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE and DISTRIBUTING  
15th St. and Western Ave.  
Chicago, Ill.

WAREHOUSES  
N.Y. 143<sup>rd</sup> AND ROBEY STS.  
N.C. 2 15<sup>th</sup> ST. AND WESTERN AVE.  
N.C. 3 15<sup>th</sup> ST. AND WESTERN AVE.

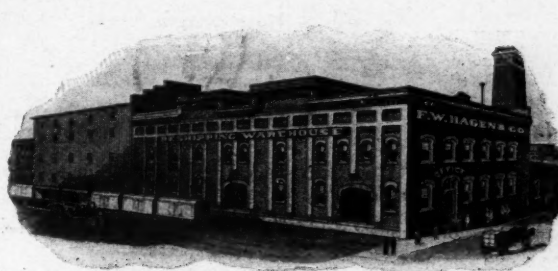
No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments

## CHICAGO, ILL.

Very Low Insurance Rates  
CM&STP Ry. Track Inside Buildings

**The Ontario Warehouse Co.**  
Ontario & Kingsbury Streets,  
FROSTPROOF  
MERCHANDISE STORAGE  
THE 3 ESSENTIALS  
The ABILITY, the CAPACITY, the WILL-  
INGNESS, to serve. Those are the three  
essentials of satisfactory warehouse service.

## CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch Harvey, Ill. Phone 46	Grand Crossing L. C. L. without cartage Daily Trap Cars H. P. 3109—Midway 4940	Branch So. Chicago, Ill. Phone 367
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LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRACKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS

## Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

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**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

## Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates  
Use Our Service

## CHICAGO, ILL.

**Soo Terminal Warehouse**  
Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. G. Morgan, Manager 519 W. Roosevelt Road

## CHICAGO, ILL.

**Have Your Own  
Transfer Representative  
In Chicago**

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton -  
Transfer Co.**  
1020 So. Canal St.  
Chicago, Ill.

## CHICAGO, ILL.



**W**hen you  
want a  
**AREHOUSE**

AT

**C**HICAGO,

**W**rite or  
ire  
**ESTERN**



### SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.  
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

## WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES  
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

Telephone Harrison 6350

CHICAGO

WILSON V. LITTLE, Superintendent



## CHICAGO, ILL.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## DECATUR, ILL.

Decatur's Pool Car Distributors  
Private Switch for Merchandise Consignments

### HAMMAN BROS.

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.  
William & Broadway St. Decatur, Ill.

## DECATUR, ILL.

### MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

## DANVILLE, ILL.

### Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

#### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

## ELGIN, ILL.

### CONSIGN TO US

#### TO REACH THE FOX RIVER VALLEY

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

### Elgin Storage & Transfer Co.

60-62 RIVER STREET

ELGIN, ILL.

**MOLINE, ILL.****Fireproof Warehouse**

**Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley**

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave. Moline, Illinois

**PEORIA, ILL.****National Warehouse Co., Inc.**

1321-1335 So. Washington St., Peoria, Ill.

**FIRE PROOF STORAGE**

75,000 Square Feet Storage Space  
Storage, Distributing, Forwarding  
of  
Merchandise & Household Goods  
Capital \$300,000

**Pick Your Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.

**ROCK ISLAND, ILL.****A Safe Depository for Merchandise and Household Goods**

Private Switch for 4 Cars  
C. B. & Q., C. R. I. & P. & C. M. & St. P. Ry.

**DISTRIBUTORS and FORWARDERS**  
FOR  
ROCK ISLAND and MOLINE, ILL.  
DAVENPORT, IA. and the MIDDLE WEST

**ROCK ISLAND**  
**TRANSFER & STORAGE CO.**  
101-5 Seventeenth Street Rock Island, Illinois

**ROCKFORD, ILL.**

*"The Choice of the Greatest Industries"*

**FORT WAYNE, IND.**

WALTER A. BORGMANN, Pres. CHRISTIAN F. BORGMANN, Sec'y-Treas.

**BROWN TRUCKING COMPANY**

MOVING, DISTRIBUTING, STORAGE  
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

**FORT WAYNE, IND.****Fort Wayne Storage Company**

**FORT WAYNE, INDIANA**

General Merchandise  
Storage and Forwarding



**FORT WAYNE, IND.**

Located in Center of Business District

**PETTIT'S STORAGE WAREHOUSE CO.****"FIREPROOF"****STORAGE, TRANSFER, DISTRIBUTION**

Merchandise Warehousing and Forwarding and Sample Space

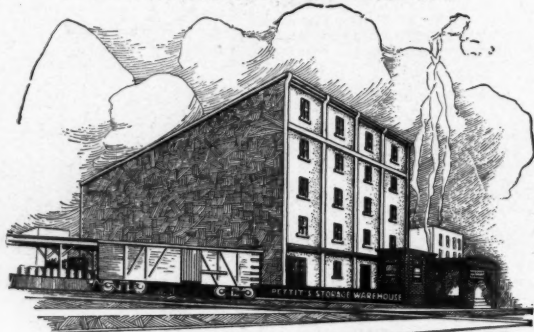
**SERVICE COUNTS**

We have our own truck line and are equipped to make prompt deliveries.

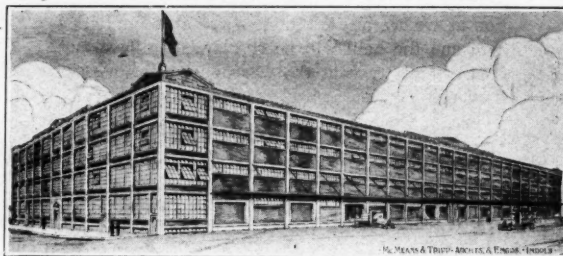
**EXPERIENCED MEN IN CHARGE**

Special attention to Pool Car Distribution.

Consign your merchandise to us for efficient service.

**PRIVATE SIDING**

The Men Who Distribute

**Crossman Seeds**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index**INDIANAPOLIS, IND.****Central  
Public Warehouse Co.****I. C. STROHM, PRESIDENT and MANAGER**Now erecting a complete fireproof  
four-story warehouse building with  
all modern equipment.Pool cars handled by special system  
of checking. Distribution by well  
organized fleet of fifteen motor trucks.**Centrally Located—Direct Trackage  
On Pennsylvania Railroad****INDIANAPOLIS, IND.***17 Years of Efficient Service***Henry Coburn Storage & Warehouse Co.****INDIANAPOLIS****Storage and Distribution of General Merchandise****Newly elevated tracks with drive-  
ways underneath. No delays to  
trucks during switching.****Most centrally located warehouse in city  
as to depots and wholesale district.****No goods exposed to weather.  
Inside trackage for 10 cars.  
Six electric elevators.****Elevated double track switch inside building and other improvements recently completed, costing  
\$104,500.00. Increased cool and dry space for potatoes, apples, etc., not requiring refrigeration.****Prompt delivery service with fleet of White trucks. Teams for hauling heavy machinery, etc.****FRANK F. POWELL, President and Manager**

## INDIANAPOLIS, IND.

## INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

## Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; O. I. & L. Ry.  
18 Traction Freight Lines.

## The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## INDIANAPOLIS, IND.

# McNamara Bonded Warehouses

## UNLIMITED SERVICE

ASSEMBLERS, FORWARDERS AND  
DISTRIBUTORS OF POOL CARS

United States Government Bonded and Licensed Warehouse No. 60. Operating under Indiana Uniform Warehouse Receipts Acts of 1921. Indiana Warehouse Permit Class A.

Telephone  
Circle 8407

946 West New York Street  
Indianapolis, Indiana

Big Four  
Sidings

## INDIANAPOLIS, IND.

Est. 1895

## OTTO J. SUESZ

## WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding.  
Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

## SOUTH BEND, IND.

## WARNER WAREHOUSE COMPANY

## Merchandise

## Distribution and Warehousing

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:

American Warehousemen's Assn., Central Warehousemen's Club, American Chain of Warehouses.

## SOUTH BEND, IND.

Phone Main 774

## Woodworth's Storage and Transfer Line

## FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET  
J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.  
Indiana Transfer Men's Assn.

## The Men Who Distribute

## Gulf Lubricants

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## INDIANAPOLIS, IND.



## Indianapolis' Most Convenient Warehouse

Has facilities for handling merchandise unexcelled in this city. Located as we are, in the very heart of the jobbers and freight terminal area, our advantages for storage and prompt distribution are obvious.

# TRIPP

## Warehouse Company

FIREPROOF  
AND MODERN  
THROUGHOUT

620 SOUTH CAPITOL AVENUE

SATISFACTORY  
SERVICE  
GUARANTEED

INDIANAPOLIS, INDIANA

## CEDAR RAPIDS, IOWA

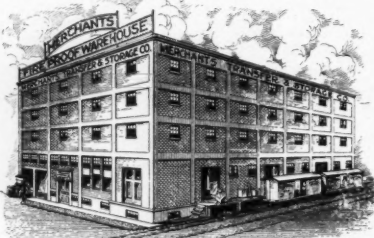
**Cedar Rapids Transfer Co.**

Fireproof Warehouse Motor Truck Service

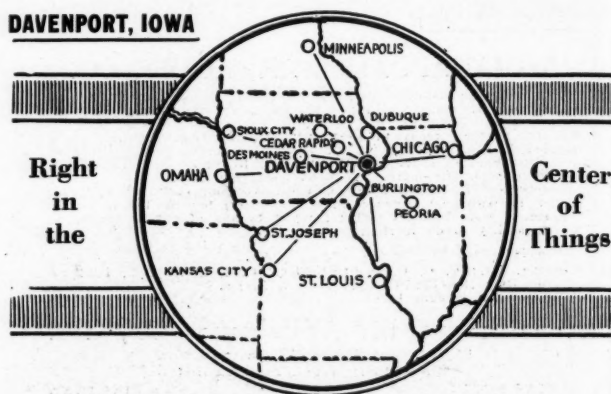
Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

## DAVENPORT, IOWA

**New Fireproof Warehouse**for  
**Merchandise  
and  
Household  
Goods**Private R. R. Siding  
Free SwitchingPool Car  
Distributors**Merchants Transfer and Storage Company**  
Davenport, IowaThe Men Who Distribute  
**Carter Bloxonend Flooring  
Congoleum**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DAVENPORT, IOWA



Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

**Ewert & Richter Express and Storage Co.**

Davenport, Iowa

## DES MOINES, IOWA

FRANK O. GREEN, President

LAWRENCE E. STONE, Secy.-Gen. Manager

**BLUE LINE STORAGE COMPANY**

200-226 Elm Street, Des Moines, Iowa



115,000 Square Feet Storage Space.

In the center of the wholesale district.

General Merchandise  
**STORAGE—DISTRIBUTION—FORWARDING**  
**CARTAGE—HEAVY HAULING**Private tracks with capacity of 16 cars connect with all railroads entering Des Moines.  
Free switching. Covered loading dock serves 20 trucks or teams simultaneously.**PROMPT SERVICE GUARANTEED**



## DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

## Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

# MERCHANTS

## TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members  
NFWA

CWC

## DES MOINES, IOWA

### RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse  
Distributors and Forwarders*

Send Your Pool Cars in Our Care  
New Fire-Proof Warehouse  
Teams or Auto Trucks for Hauling  
Free Switching on All Railroads to Our  
Warehouse

515 East Court Ave. Des Moines, Iowa

## SIOUX CITY, IOWA

WE, as merchandise storers and factory distributors, have every facility consistent to high-class service. Our building, consisting of 50,000 sq. ft. of floor space, is equipped with rat-proof, freeze-proof rooms, which also keep from twenty to thirty degrees cooler than the atmosphere in the summer months, making them ideal for the storing of prepared flour, canned milk, cooking fats and other commodities requiring an even temperature.

Located on C. St. P. M. & O. trackage with free switching from all rail connections; namely, C. M. & St. P., Great Northern, Chicago, Burlington & Quincy, C. & N. W., Illinois Central.

Let us serve you at a price you can afford to pay.

**Monarch Storage & Forwarding Co.**

"Service that Satisfies"

## OTTUMWA, IOWA

### DAGGETT TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

MEMBERS:  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

## ROSENTHAL

Fireproof and Steam Heated Storage  
300 Iowa Street, Sioux City, Iowa

## WATERLOO, IOWA

### IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

The Men Who Distribute

### Kelly-Springfield Tires

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ATCHISON, KANSAS

**The Grodick Transfer and Storage Co.***Commercial Storage*

Distributors—R.R. Trackage—Carloads a specialty.  
 Prompt Service—No Congestion  
 Missouri River Freight Rate Adjustments.  
 Household Goods—Moved, Packed, Stored, Shipped.

## KANSAS CITY, KANSAS

**THE INTER-STATE  
 TRANSFER & STORAGE COMPANY**

 PACKING, MOVING, STORING AND SHIPPING  
 1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075  
 We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
 L. J. Canfield.

## PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA  
 MERCHANDISE STORAGE and POOL  
 CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
 P. O. Box 527

## WICHITA, KANSAS

**BEST DISTRIBUTING POINT FOR THE SOUTHWEST**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C. R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads.  
 ARE YOU looking for a firm that will handle your shipments PROMPTLY—  
 EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Storage and Distributing Company**  
 428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

*Correspondence solicited*

## WICHITA, KANSAS

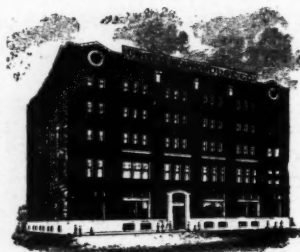
A. F. JONES, Pres. E. W. JONES, Vice-Pres. J. H. BRUCH, Sec., Gen. Mgr.



**General Warehousing**  
 Storage, Forwarding and Distributing

ROCK ISLAND AVENUE & 2ND STREET

CAPITAL \$100,000.00



WE OPERATE THREE OF  
 THE FINEST FIREPROOF WAREHOUSES  
 IN THE MIDDLE WEST.

WE MAKE LOANS AGAINST OUR  
 WAREHOUSE RECEIPTS

**UNITED WAREHOUSE CO.**

WICHITA

KANSAS

## LEXINGTON, KY.

**UNION TRANSFER & STORAGE  
 COMPANY**

INCORPORATED

**Merchandise and Furniture Storage  
 Distributors and Forwarders  
 Warehouses on Private Sidings**

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

## LOUISVILLE, KY.

**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
 Only absolutely FIREPROOF STORAGE WAREHOUSES  
 in our city

Assembling and Distributing Car Shipments a Specialty  
 Prompt attention given to collections

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
 of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**  
 Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

## LOUISVILLE, KY.

**SAFETY TRANSFER AND  
 STORAGE CO., INC.**

*"Louisville's Leading Movers & Packers"*

Clay and Main Streets  
 We Move, Pack, Store and Forward Household  
 Goods  
 Member N. F. W. A.

The Men Who Distribute

**American Radiators**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**General Electric Products**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute

**Globe Soap**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## ALEXANDRIA, LA.

## ALEXANDRIA

### In the Heart of Louisiana

The meeting point of seven roads  
giving quick service to nearly  
every town and city in state.

We have two warehouses with a private siding on the  
C. R. I. P. Railroad. Capacity 21,400 square feet. **THE  
FOLLOWING NATIONALLY KNOWN CONCERNS USE  
OUR SERVICE. WHY NOT YOU?**

The Procter & Gamble Dis. Co. .... Memphis, Tenn.  
The Ohio Match Co. .... Wadsworth, Ohio  
The Borden Co. .... New York, N. Y.  
Kellogg Toasted Corn Flake Co. .... Battle Creek, Mich.  
Sears, Roebuck & Co. .... Chicago, Ill.  
Montgomery Ward & Co. .... Chicago, Ill.  
Shapleigh Hdwe. Co. .... St. Louis, Mo.  
Simmons Hdwe. Co. .... St. Louis, Mo.

We Also Serve the Leading Louisiana Concerns  
**TRY US**

Your Inquiries Will Receive Prompt Attention

## Carnahan's Transfer & Storage

Fifth and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## BANGOR, MAINE

## McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

### General Storage and Distributing

Capacity 70,000 Sq. Ft.

Rail and Water Connection

Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association

American Chain of Warehouses

## PORTLAND, MAINE

## Galt Block Warehouse Company

PORTLAND, MAINE

### STORAGE, GENERAL MERCHANDISE AND HOUSEHOLD GOODS

Private track, sprinkler equipped, low insur-  
ance rate. Storage in Transit on Flour, Cereals  
and Canned Goods.

Office, 20 Commercial Street, Portland, Maine

J. S. SAWTELLE, Manager.

## NEW ORLEANS, LA.

## NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance,  
low handling costs.

Only one-half square from Mississippi  
River.

Track facilities for seventy-three (73)  
cars at one time.

Operated in conjunction with *Dennis  
Sheen Transfer, Inc.*, oldest and most  
complete hauling corporation South.

Electrical unloading and piling devices  
built to eliminate any damage in han-  
dling.

Excellent switching connections, with  
all lines entering New Orleans.

**INDEPENDENT WHSE CO., Inc.**

New Orleans, La.

The Men Who Distribute

## Campbell Soups

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

## BALTIMORE STORAGE & MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear  
Balt. F. W. A.

## BALTIMORE, MD.

Low Insurance Rates

## Merchandise Warehousing

&

## Distribution

Complete modern Warehouse Service  
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

## CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."



BALTIMORE, MD.

# FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Established 1879

## MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving  
Carpet Cleaning*

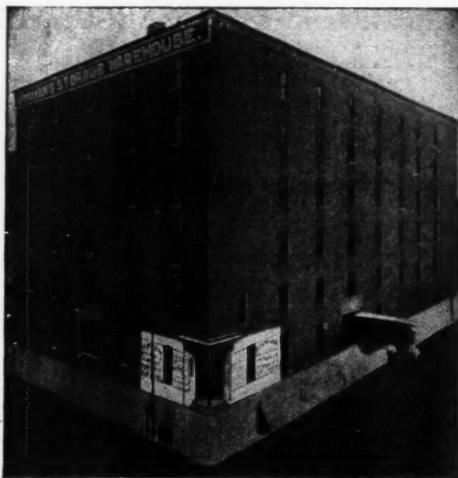
Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

## Graham's Storage Warehouse

The Largest in Baltimore

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING—PACKING—SHIPPING  
MOTOR EQUIPMENT**

Send us your Baltimore Consignment

Members, Md. Whse. Assn., Nat. F. W. A.

BALTIMORE, MD.

## Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

BALTIMORE, MD.

## THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

General Offices:

524 to 530 W. Lafayette Avenue, Baltimore, Md.

Warehouses

{ 524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

Members

{ N. F. W. A.  
A. W. A.  
Balt. F. W. A.

Entire Motor Equipment

The Men Who Distribute

## Pepsodent Tooth Paste

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ARLINGTON, MASS.

## ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

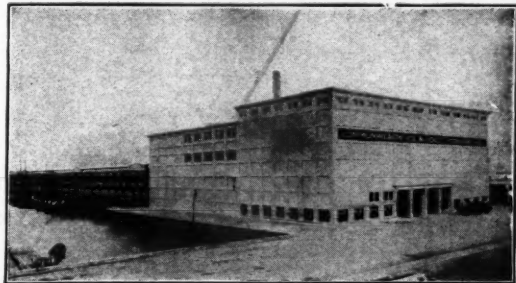
Household Goods Exclusively

Modern Heated Piano Room

Separate Locked Rooms for Furniture

First-Class Auto-Truck Service  
Packing and Shipping Anywhere  
Consignments Solicited

## BOSTON, MASS.

**"Where Rail Meets Sail"**

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

**Commonwealth Ice & Cold Storage Co.**  
220 Northern Ave., BOSTON, MASS.

## BOSTON, MASS.



FURNITURE AND PIANO MOVERS

## HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

## BOSTON, MASS.

## Dorchester Fireproof Storage Warehouse

FRANCIS E. BUCKLEY, Mgr.

### PACKING, MOVING, SHIPPING

Reinforced concrete building, absolutely fireproof.



Lowest insurance rates.

"Every room is a fireproof vault."

A complete, modern warehousing service. We solicit your consignments.

**690 Dudley Street, Boston**

Member National Furniture Warehousemen's Association

## BOSTON, MASS.

## FRANCIS FITZ CO.

STORAGE WAREHOUSES

25, 27, 29, 30, 31, 32, 33, 34 Pittsburgh Street  
28, 30, 32, 34 Stillings Street

Established 1872—Incorporated 1906

**Office, 30 Pittsburgh Street**

### DIRECT TRACK CONNECTION

New York, New Haven & Hartford R. R. Free Switching from all Railroads. We specialize in receiving and distributing merchandise and can offer you all the facilities of an up-to-date warehouse with personal supervision.

**Our customers' interests are our own**

MEMBER OF

American Warehousemen's Association  
Massachusetts Warehousemen's Association

BOSTON, MASS.

## Quincy Market Cold Storage and Warehouse Co.

### STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**GEORGE S. LOVEJOY, Manager, General Storage Department**  
Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

## Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores  
308-316 Congress Street, Boston, Mass.

Direct Track Connection  
New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels

Storage of Wool, Leather and  
General Merchandise

**Fort Hill Storage Warehouse,**

415-429 Atlantic Avenue  
76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

## The Suffolk Storage Warehouse Company

96 to 104 Northampton Street  
L. G. MYERS, Manager

Gives assurance of the best service in handling consignments either for storage or delivery to house or apartment, unpacking and setting up. Only men with long experience are employed.

Established 1890  
4 Buildings with 1000 Rooms  
Low Insurance Rates  
Convenient to All Freight Terminals

Members of  
American Warehousemen's Association  
National Furniture Warehousemen's Association



**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and  
General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

Fumigation of Foreign Cotton  
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

The Men Who Distribute

**Washburn-Crosby Flour**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**KEEP IT UP!**

One step won't take you very far, you've got to  
keep on walking;

One word won't tell them what you are, you've  
got to keep on talking;

One inch won't make you tall, you've got to keep  
on growing;

One little "ad" won't do it all, you've got to keep  
'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*

**BROCKTON, MASS.****BROCKTON  
FIREPROOF STORAGE COMPANY**

43 North Montello Street, Brockton, Massachusetts  
Telephone Brockton 1140  
General Merchandise. Distributing. Separate Rooms for Furniture.  
Negotiable Receipts.  
Bonded Warehouse. Our own Side Track. Member A. W. A.  
Located in center of business and shipping district  
on N. Y., N. H. & H. R. R.

**CAMBRIDGE, MASS.**

When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

**HOLYOKE, MASS.****Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. &amp; H. and B. &amp; M. Sidings

**LOWELL, MASS.**

A REAL ALL-ROUND  
SERVICE INSTITUTION

**HARVARD STORAGE AND WARE-  
HOUSE COMPANY OF LOWELL**

**SPRINGFIELD, MASS.**

William H. Parks, Pres. James A. Mahoney, Treas.

Storage, Forwarding, Distribution  
of Merchandise of All Kinds**EASTERN STATES  
REFRIGERATING CO.**

Six Million Cubic Feet Capacity

Cold Storage of Food Products

Household Effects Packed for Shipment

General Trucking. Furniture and  
Piano Moving

Executive Office

343 Bridge Street, Springfield, Mass.

NEW YORK OFFICE, 6 Harrison St.

JERSEY CITY, N. J.  
WAREHOUSE  
Consign via  
D. L. & W. R. R.  
Cold Storage OnlySPRINGFIELD  
WAREHOUSE  
Consign via  
B. & A. R. R.  
Cold Storage OnlyLIBERTY DIVISION  
385 Liberty St.  
Springfield, Mass.  
Cold Storage, Merchandise,  
Household GoodsLOWELL, MASS.  
WAREHOUSE  
Consign via  
B. & M. R. R.  
General Merchandise and  
Household Goods**WALTHAM, MASS.**

SERVING A POPULATION OF 1,500,000

**GIBBS EXPRESS COMPANY**

LESSEES OF YETTEN'S STORAGE

Established 1845

DISTRIBUTING AND WAREHOUSING

Private Siding—Carload Lots

**WORCESTER, MASS.**

IN THE HEART OF NEW ENGLAND

**Bowler Storage and Sales Company**

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils,  
Heavy Machinery and General Merchandise Distribution.By an Organization Whose Policy Is  
SECURITY, SYSTEM and SERVICE**WORCESTER, MASS.****NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

**BAY CITY, MICH.**

The

**Riverside Truck & Storage Co.**

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.  
Our Load Lots and less than Car Load Lots.Private Railroad Trunk—Sidings on all railroads entering Bay City.  
Office & Warehouses:

Cor. 2nd &amp; Adams St., Bay City, Mich.

**BAY CITY, MICH.**

G. VAN HAAREN

V. VAN HAAREN

**P. Van Haaren & Sons Storage Co.**

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

**DETROIT, MICH.**

DETROIT'S LEADING MOVERS

**Detroit Storage Co.**Main Office and Fireproof Warehouse  
MOVING, PACKING, SHIPPING  
MOTOR EQUIPMENTCorner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.**DETROIT, MICH.****MERCHANTS WAREHOUSE CO.**

Storing, Distributing, Forwarding

127 WOODBRIDGE ST., WEST

E. B. Dixn, Manager

Detroit, Mich.

**DETROIT, MICH.****Nelson Transportation Co.**

80 Calvert Ave., DETROIT, MICH.

150,000 square feet of storage on Detroit river front with  
boat loading facilities. Located on Grand Trunk, Toledo &  
Shore Line and D, T & I sidings. Capacity 200 cars.FREIGHT FORWARDING  
STORAGE  
BOAT AND RAIL SHIPPING  
CAR LOADING  
DISTRIBUTING  
EXPORT BOXING AND SHIPPING  
WAREHOUSING

## DETROIT, MICH.

**C. & H. NIELSEN CARTAGE CO.**  
FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the  
Milwaukee Junction Factory District.

Clay Ave. and Russell St. Detroit, Mich.

## DETROIT, MICH.

THE ORIGINAL  
**Turner Cartage & Storage Co.**  
*General Warehousemen*

MOTOR TRUCKING  
TEAMING, STORAGE



MACHINERY MOVING &  
ERECTING, MOVING

Est. 1880

Official Cartage Agents

WABASH & CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. C. R. R. and Beaubien St.

## DETROIT, MICH.

**WAYNE STORAGE CO., INC.**

Formerly  
WAYNE FURNITURE PACKING CO., Inc.  
"MICHIGAN'S LEADING MOVERS"

Two Warehouses—3019 Mich., 2810-18th St.  
Ship 20th St. Team Track.

## DETROIT, MICH.

**WOLVERINE STORAGE CO.'S  
FIREPROOF BUILDING**

Terminal Railroad and East Jefferson Avenue  
DETROIT

THE largest fireproof warehouse in Michigan.  
Open for business after November 1st.  
1,250,000 cubic feet in building. 100,000 square  
feet of floor space. Will handle merchandise and  
household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

The Men Who Distribute

**Rexall Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Dennison Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## GRAND RAPIDS, MICH.

**LARGEST COMMERCIAL  
WAREHOUSE IN WESTERN  
MICHIGAN****COLUMBIAN STORAGE &  
TRANSFER CO.**

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

**"INSTANT SERVICE"****MERCHANDISE WAREHOUSE ONLY**

We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.  
Free Switching

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Co.**

Storage household goods and merchandise. Seven warehouses  
with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Ware-  
housemen's Assn. and American Warehousemen's Assn.  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse  
in Michigan**

Concrete Construction.  
Absolutely Fireproof. Sprinkler Risk.  
Lowest Warehouse Insurance Rate in State.  
Track Capacity, 25 Cars.  
Latest and Best Equipment for Handling.

**General Merchandise Storage**

Cartage Facilities.  
High Grade Service Guaranteed.  
Negotiable Warehouse Receipts Issued.  
Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**  
505-511 Fulton Street, West Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

**Shank Fireproof Storage  
Company**

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.



## GRAND RAPIDS, MICH.

**Kent Storage Company**

Main Office and Warehouses  
Front Avenue and Pennsylvania Tracks  
Grand Rapids, Mich.

**General Merchandise**

Storage and Reforwarding  
Six Warehouses Floor Space 200,000 sq. ft.  
Pool Car Distributing  
Light and Heavy Hauling (Power Trucks)  
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on  
Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within  
Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids  
Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler  
System.

**COLD STORAGE**

500,000 Cubic Feet  
Temperatures  
Zero to 40 Above

Members of { American Chain of Warehouses  
American Warehousemen's  
Association



E. R. McCOY,  
General Manager

## GRAND RAPIDS, MICH.

**Most Complete Facilities**  
FOR  
**Storing, Moving, Distributing**

Warehouse 128-138 Coldbrook St., 30,000 sq. feet    Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

**WESTERN MICHIGAN  
TRANSFER & STORAGE CO.**

Grand Rapids, Michigan

ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

## KALAMAZOO, MICH.

**HASTINGS TRUCK CO.**

Est. 1873

**Merchandise Storage and Distribution**

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

## LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT  
FOR POOL CAR SHIPMENTS IN MICHIGAN  
COMMERCIAL AND FURNITURE STORAGE  
7 MOTOR TRUCKS FOR TRANSFER SERVICE  
**Fireproof Storage & Transfer Co.**

## LANSING, MICH.

**Lansing Storage Company**

Exclusive Household Goods Storage  
Moving, Packing, Shipping  
Motor Van Service for Inter-city Work  
"We know how"  
412 No. Washington Ave., Lansing, Mich.

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**  
14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

**THE BOYD TRANSFER & STORAGE CO.**

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

**Outstanding Facts About BOYD**

Storage Plant Covering an entire City block.

Fireproof Warehouse for Household Goods with  
1800 Rooms and Compartments.

Freight Depot on C. G. W. R. R. for Merchandise  
Storage and Distribution. Trackage for Twenty  
Cars

Largest Pool Car Forwarders in the Northwest.

Forty Motor and Horse-drawn Vans covering every  
part of Minneapolis and St. Paul.

**THIRTY YEARS EXPERIENCE**

## MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the  
downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE**

Regular Trips Between Twin Cities

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South  
Warehouses: 734 to 758 North Fourth Street

The Men Who Distribute

**Shredded Wheat**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

MINNEAPOLIS, MINN.

Merchandise Houses

**FROM NOW ON**

Write your bills of lading with "KEDNEY, Minneapolis" on the destination line.

That's a long time, yes, but not too long a time to enjoy the saving and satisfaction you can have from distributing through KEDNEY. Careful stowing and handling, intelligent routing, instant execution of orders, a vindictive antipathy to error, and reports when wanted (not merely when asked) as to stocks on hand are minor features of KEDNEY service.

The absence of worry and grief—the presence of an additional profit are the big features.

## KEDNEY WAREHOUSE COMPANY, INC.

10 Hennepin Avenue

Members of A. W. A., C. W. C., Minn. W. A.

MINNEAPOLIS, MINN.

Household Goods Branch

**KEDNEY  
RECIPROCATES**

Under the energetic direction of Mr. C. W. Little, our household goods warehouse is well under way. No doubt some consignments could be sent you, were you to write us. Letters enclosing bills of lading given preferred attention!

Prompt remittance of advanced charges is the keynote of our policy with correspondents. Equally thorough and snappy are the other features of our household goods service.

**KEDNEY WAREHOUSE CO.**

101 Third Ave., South, Minneapolis, Minn.

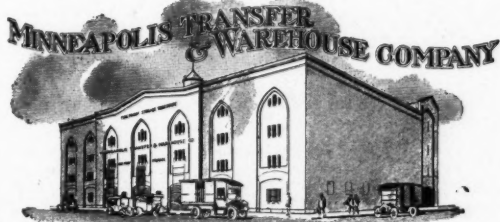
Member of A.W.A., M.W.A., C.W.C.

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET  
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



MINNEAPOLIS, MINN.

**SECURITY  
WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE  
STORAGE And  
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without  
Cartage****Motor Truck Deliveries****Located in heart of whole-  
sale district****Minneapolis**

MINNEAPOLIS, MINN.

**Skellet  
of Minneapolis**

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

**SKELLET COMPANY**

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

The Men Who Distribute

**Simmons Beds**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**"Tanglefoot"**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ST. PAUL, MINN.

St. Paul

Minn.



**Distributors and Handlers of  
HOUSEHOLD GOODS**

## ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

**Let us help you give it to them**

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage  
Industrial Sites**

*Let us help you solve your distribution problem  
in this territory.*

### CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue  
St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and  
Minnesota Warehousemen's Association

## ST. PAUL, MINN.

### FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office, 310-312 Cedar St.

Pooled Cars Distributed, Four Track Warehouses,  
Merchandise and Household Goods

## ST. PAUL, MINN.

**Merchandise Houses**

## Become a Convert—

St. Paul has made a number of pleased converts among traffic managers. So far none of them have fallen by the wayside.

It will not take long to discover why you have gotten in step with this contented group. For ten years we have made a study of your distribution problems and only an actual test of our service will show you to what extent we have met such problems. Look to this territory for splendid business in the coming new year and carry your stocks accordingly.

### KEDNEY WAREHOUSE COMPANY, Inc.

Ninth and Pine Streets St. Paul, Minn.

Member of AWA, CWC, MINN WA

The Men Who Distribute

### Sheffield Condensed Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ST. PAUL, MINN.

## ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and Distribution**

ST. PAUL

## JACKSON, MISS.

### RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.  
Motor Truck Service.

## JACKSON, MISS.

## Wright Transfer Company

Office, 261 Pearl Street  
Jackson, Mississippi

**Storage and Distribution  
Merchandise and Household  
Goods**

**Special Attention to Pool Shipments**

**13 Years Experience**

**"FOR RIGHT SERVICE SHIP TO WRIGHT"**

The Men Who Distribute

### Welch Grape Juice

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## Moral—Use Warehouses

**T**HE manager of a western branch of a large eastern house was recently called upon to discharge several salesmen and cut down his branch house force in an effort to effect economies which would leave something for the stockholders at the end of the year. Following instructions he discharged salesmen, stenographers, clerks and cut his warehouse force down to the lowest possible point and then, on reviewing the situation, he found it about as follows:

Having discharged his salesmen his orders naturally fell off to an alarming extent and on account of the changes in his organization he found it necessary to spend a very large portion of his time looking after detail work which should have been cared for by an employe at a nominal salary.

As he had charge of all sales this of course further reduced the output and he found his rent was entirely out of proportion to his income. A further study of his business developed the fact that his cost for branch house service, not including sales expense or office rental ran nearly \$250 for each car handled. Inquiry showed that he could handle his product through an established public warehouse where every detail of handling, storage and shipping could be cared for at from \$60 to \$75 per car and included in this cost was the supervision which had taken so much of his time.

Acting on the information secured he has disposed of his lease, placed his stock with a warehouse, re-employed some of his salesmen and is again going after business. Under the new method he finds it possible to arrive at an exact cost for handling spot stocks as compared with an estimated cost under the old method.—*Sid Smith.*

### JOPLIN, MO.

#### Tonnies Transfer & Storage Co.

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

### KANSAS CITY, MO.

#### FOR GENUINE PERSONAL SERVICE

Ship to

#### Baltimore Transfer & Storage Co.

2030 Baltimore Ave., Kansas City, Mo.

Factory and Carload Distributors All Classes Merchandise

### KANSAS CITY, MO.

## WHO'S HILL?

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

**J. G. HILL**

9th and Woodland Ave., Kansas City, Mo.

### KANSAS CITY, MO.

## In the Heart of the City in the "Heart of America"

#### Two Bonded Fireproof Warehouses

*Your Collections Remitted by Return Mail*

#### Monarch Transfer & Storage Co.

Kansas City, Mo.

ON 31st STREET AT MICHIGAN  
ON MAIN STREET AT THIRTY-NINTH

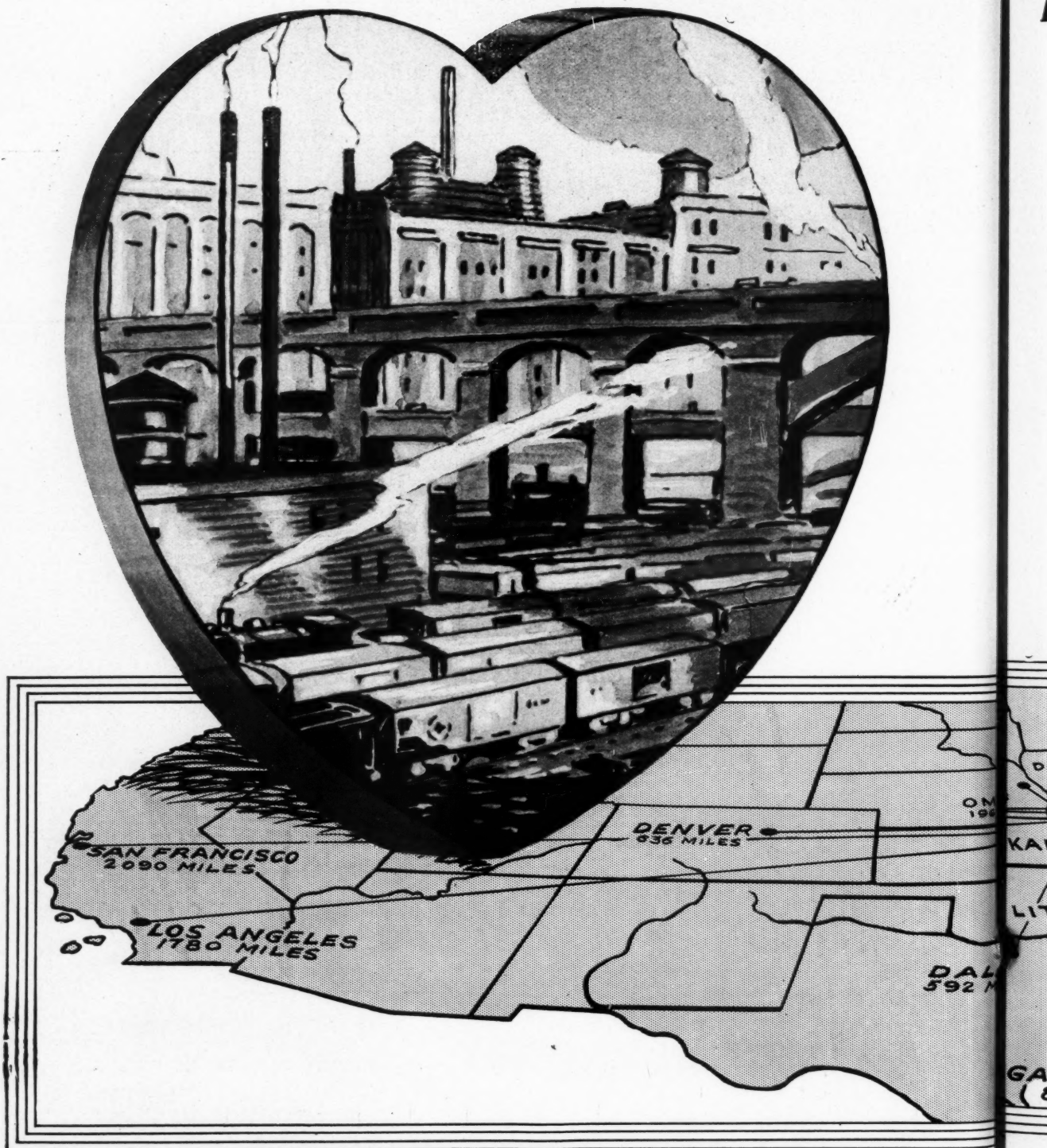
**A**DVERTISING  
Doesn't Jerk — it  
Pulls — a Steady Pull  
Every ad Goes to Confirm  
the one Before it—to  
Strengthen the One That  
is to Follow and There's  
No Waste of Effort or  
Money. The Stayer Wins  
Every time.

The Men Who Distribute

## Hallet & Davis Pianos

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

# Use KANSAS CITY



# At the Heart of America

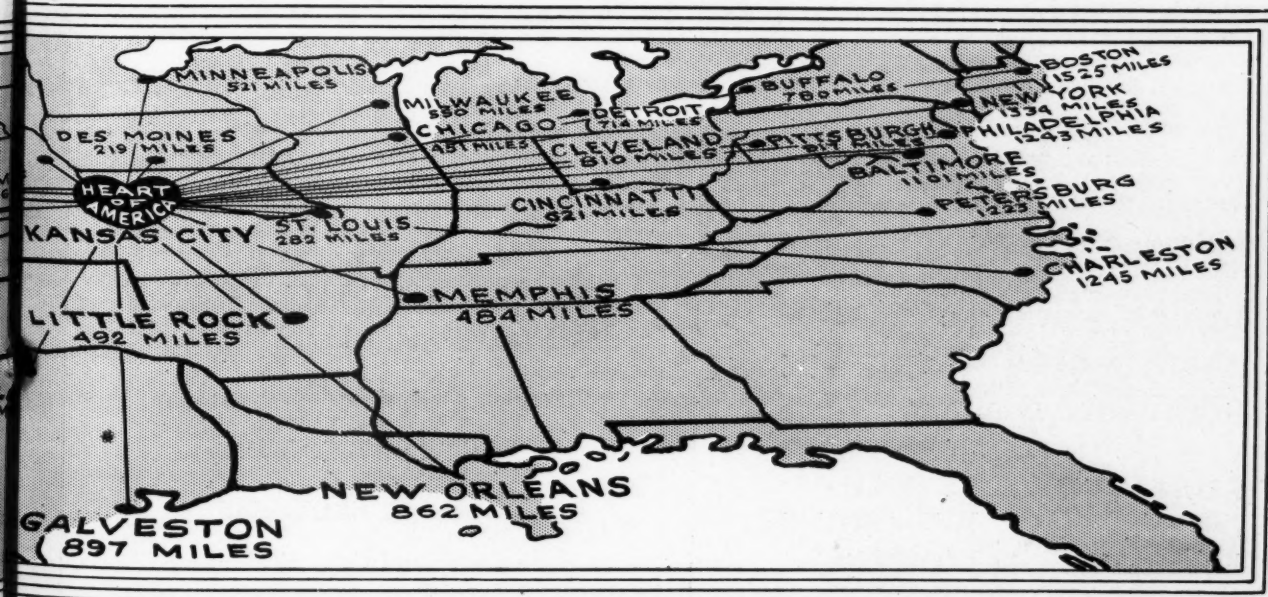
*Every Complete Plan of Distribution Includes Kansas City*

## HOUSEHOLD GOODS COMPANIES

- Monarch Transfer & Storage Co.,  
Kansas City, Mo.
- Perky Bros. Transfer & Storage Co.,  
Kansas City, Mo.
- A. B. C. Fireproof Warehouse Co.,  
Kansas City, Mo.
- Groves Fireproof Warehouse Co.,  
Kansas City, Mo.
- L. Leritz & Son Storage & Moving Co.,  
Kansas City, Mo.
- Lincoln Fireproof Storage Co.,  
Kansas City, Mo.
- J. R. Hulse Storage & Transfer Co.,  
Kansas City, Mo.
- Beebe Storage & Moving Co.,  
Kansas City, Mo.

## MERCHANDISE WAREHOUSE COMPANIES

- D. A. Morr Transfer & Storage Co.,  
Kansas City, Mo.
- Southwest Warehouse Corporation,  
Kansas City, Mo.
- Adams Transfer & Storage Co.,  
Kansas City, Mo.
- Broker's Office & Warehouse Co.,  
Kansas City, Mo.
- Central Storage Company,  
Kansas City, Mo.
- L. T. Crutcher Warehouse Co.,  
Kansas City, Mo.
- Crooks Terminal Warehouses,  
Operating Broker's Office & Warehouse  
L. T. Crutcher Warehouse  
Security Warehouse  
Southwest Warehouse





ST. LOUIS, MO.

*The Factor  
That Makes*

# ST. LOUIS

*The Incomparable Gateway to the West and Southwest*

Unequalled System of  
Facilities for Handling

**Distributed Cars**

**Storage**

**Forwarding**

**Baggage**

**Drayage**

Modern merchandise storage warehouse occupying entire city block in the heart of the wholesale and jobbing district—120,000 square feet devoted to storage—low insurance rate—exceptional facilities for prompt forwarding of shipments to extensive trade territory.

**Ten Warehouses**

**50 Tractors**

**150 Semi-Trailers**

**75 Motor Trucks**

**300 Wagons**

ALL OPERATED BY THE

## COLUMBIA TERMINALS COMPANY

15,000 TONS  
STORAGE CAPACITY

*Write for Booklet*

WE LEASE MOTOR TRUCKS  
BY HOUR, DAY OR CONTRACT

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**Langan & Taylor Storage & Moving Co.**

**R. U. Leonori Auction & Storage Co.  
American Storage & Moving Co.**

**J. Brown Storage Co.**

In the world of household goods warehousing, these words are synonyms —

SAINT  
LOUIS  
MISSOURI

&

GENERAL  
WAREHOUSING  
COMPANY

ST. LOUIS, MO.

### BEN A. LANGAN

**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Var. Service is Unexcelled  
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

THE  
**McPHEETERS WAREHOUSE COMPANY**  
MERCHANDISE STORAGE AND DISTRIBUTORS


Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

**JOHN C. CROTHERS**

Secretary and General Manager

## ST. LOUIS, MO.



The sort of work done for them is the only possible reason such accounts as Mutual Wheels, Ruberoid Roofing, French Batteries, A.&H. Soda, 3 in 1 Oil and Florence Stoves stay with us year after year. You can have the same sort of service that satisfies them.

Join the  
Goodly Com-  
pany of our  
Patrons

**S.N.  
Long  
Warehouses**

## ST. LOUIS, MO.

**The St. Louis Gateway.**

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

**Pennsylvania Terminal Warehouse Co.  
of St. Louis, Missouri.**

R. F. Abernathy, Resident Mgr.



## LINCOLN, NEBR.

**Globe Delivery Co.**

Merchandise and Furniture Storage  
Distributors and Forwarders  
5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

## OMAHA, NEBR.

**"ADEQUATE FACILITIES  
WHEREVER GOODS GO"**

We have every facility for handling whatever goods may be offered us

**BEKINS OMAHA VAN & STORAGE.**  
16th and Leavenworth Sts. Omaha, Nebraska

## OMAHA, NEBR.

**FIDELITY  
STORAGE & VAN CO.**

1107-11 HOWARD STREET

**Exclusive Household Storage**

**Removals — Packing — Forwarding**

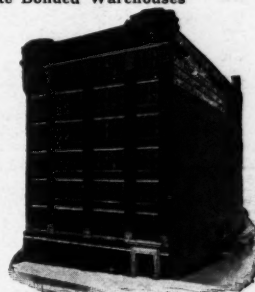
**All Collections Promptly Remitted**

MEMBERS { American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## OMAHA, NEBR.

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

**F O R D**

**"Gets There Regardless"**

**Transfer & Storage Co.**

Local Shipments Efficiently Handled by 17 Trucks  
Private Sidings  
Pool Car Distribution and Reforwarding  
Fireproof Storage  
Moving Packing Shipping



700 So. Main St.

Omaha

813 Douglas Street

Council Bluffs

700 S. Main Street

The Men Who Distribute

**Postum Cereal**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## OMAHA, NEB.

### GORDON Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

**Household Goods Packed, Stored and Forwarded**

**MEMBER:**

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

## OMAHA, NEB.

### Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution  
Pool cars solicited

Private Siding Motor Trucks

Our Warehouse is in the Center  
of the Jobbing and Business District.

**Service That Satisfies Is Our Motto**

Members of the Central Warehousemen's Club,  
American Warehousemen's Ass'n.

## ATLANTIC CITY, N. J.

### ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Cardina Avenue  
Inter-City Auto Service Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## ATLANTIC CITY, N. J.

### National Storage Warehouse Co.

1808-12 BALTIMORE AVENUE

300 Separate Rooms—

Moving, Crating, Storage of  
Household Goods Exclusively

Pierce-Arrow trucks for long distance work. Goods insured in transit.

## EAST ORANGE, N. J.

### JACOB DIETRICH

**Storage, Moving, Packing and Shipping**  
Oranges and Maplewood-Padded Motor Vans

My satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

### Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## HACKENSACK, N. J.

### SIMPSON EXPRESS COMPANY

W. C. Simpson, Prop.

STORAGE PACKING SHIPPING

Serving Hackensack and adjacent  
territory. Long distance moving.

## JERSEY CITY, N. J.

### GOODMAN WAREHOUSE CORP. Fireproof Storage

For Shipments of Household Goods and Merchandise in Jersey  
City and Greater New York

Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY  
BAYONNE.....NEW JERSEY

The Men Who Distribute

### Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

### Moral—Use a Public Warehouse

**A**N eastern manufacturer found it necessary to carry a stock in the middle west and for the sake of economy decided to locate a branch warehouse in a small town. He found a warehouse which seemed to meet his requirements which he could rent for a term of years very cheap. His shipping clerk cost him \$30 per week and other expenses such as supplies, heat, telephone, extra help, etc., about \$75 per month. All of these expenses seemed to be as low as could be expected and it apparently was a satisfactory arrangement. A survey of his business, however, indicated that the total movement through this branch amounts to only about 15 cars and as his expense sheet shows expenses as follows:

Rent, 12 months @ \$50.....	\$ 600
Salary, 52 weeks @ \$30.....	1,560
Misc. Expense, 12 months @ \$75..	900
Total .....	\$3,060

It shows a cost per car of over \$200.

The estimated cost of handling his product through first class public warehouses is \$60 to \$75.—*Sid Smith.*



KEARNY, N. J.

## Direct connections with the wide world

TO the 9½ miles of switches and sidings in the Shupe Terminal come railways from any part of America.

At its spacious wharves freighters find deep water to carry them to any part of the world.

Five miles from New York City and within two hours, by truck, of any part of the metropolitan area, the Shupe Terminal offers exceptionally rapid and economical distributing facilities.

4,000,000 cubic feet of storage space in roomy, modern warehouses.

*If you are interested in warehousing under conditions that are unsurpassed for convenience, economy and courteous attention, write for further information.*

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LINCOLN HIGHWAY AND PASSAIC RIVER, KEARNY (NEWARK), N. J.—FIVE MILES TO TIMES SQUARE

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Long Distance Moving a Specialty

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80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor Service

Storage of Household Goods  
Mdse., New Autos, Imple-  
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Factory Distributors  
Member of N. J. F. W. A. and N. F. W. A.

The Men Who Distribute

**Squibb's Toilet Articles**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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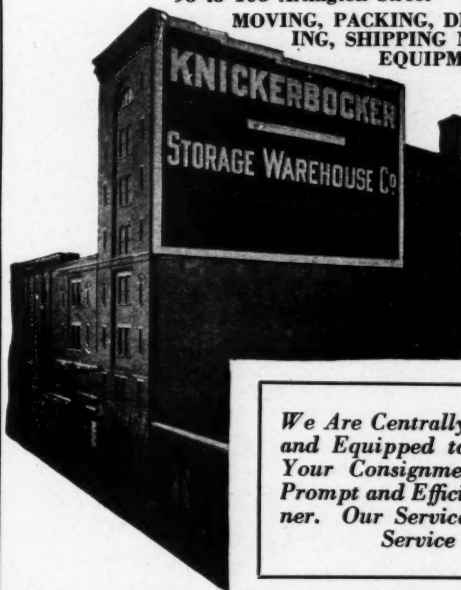
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Fireproof warehouses—Lowest insurance rates—Ware-  
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The Men Who Distribute  
**Porter Door and Window  
Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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Capacity, 1000 Cars

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Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
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Absolutely Fireproof

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Our warehouse was built for and always used for ware-  
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Storage, Transferring and Forwarding  
Direct Track Facilities Pool Car Distribution**AUBURN, N. Y.**

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STORAGE—Household Goods Stored in Separate Rooms.

HOUSEHOLD REMOVALS—Packard Autos. Local and Long Distance.

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**When Shipping Your Household Goods**To or From Brooklyn  
Have It Done Right—And Right Means By**HARRAGAN'S**

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**Mark Goods in Our Care, Eastern District Terminal, Brooklyn**

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Mark shipment to BUSH TERMINAL or WALLA-BOUT Station for Brooklyn, Flatbush, Bay Ridge, Sheepshead Bay, Coney Island, Bensonhurst, Jamaica and Long Island Suburban Towns.

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Nineteenth St. and Eighth Ave.  
BrooklynStorage for Household Goods  
and Merchandise, Packing and  
Shipping, Motor Vans.

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Crating, packing and shipping of Furniture and Household Goods, Pianos, China, Bric-a-Brac by experienced men.

Storage of Household Goods in Separate Rooms. Moving, Local and Long Distance, by our fleet of five enclosed and padded motor vans operated by men who know how to handle furniture.

Consign your shipment in our care marked Baltic Terminal.  
Prompt Collections and Remittances

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Our Motto: Efficiency, Service, Safety

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Fireproof Warehouse:

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Office: 1050 Atlantic Avenue

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Fireproof and non-fireproof warehouses convenient to railroads.

N. F. W. A.

A. W. A.

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Established 1889

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187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.Storage, Moving, Packing and  
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I. F. W. A.

S. F. W. A.

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STORAGE, TRANSFER AND  
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Warehouse on New York Central Tracks

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"SERVICE"In distribution of goods for National Merchandisers.  
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The Men Who Distribute

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"BUSY SINCE 1895"

We Offer the  
Most Complete  
Service in  
Buffalo  
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REMOVALS  
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We handle pool car shipments of household goods or merchandise,  
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DISTRIBUTING AND WAREHOUSING  
Best Warehouse in the Southern Tier.  
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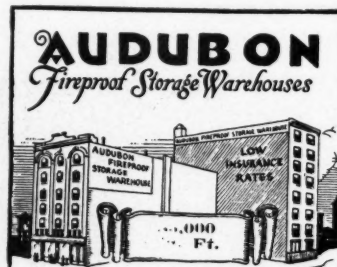
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FOR AUTOS

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LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.

SERVICE, PROMPT AND EFFICIENT.

B. & O. R.R. TRACKS RUN INTO WAREHOUSES.  
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY  
PLANNED FOR HANDLING FOODSTUFFS.

REASONABLE STORAGE RATES.

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*Automobiles Boxed for Export*

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**Mentholatum**

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Convenient to Railroad and Steamship Piers.

Excellent Service.

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Reasonable Rates.

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Established 1881

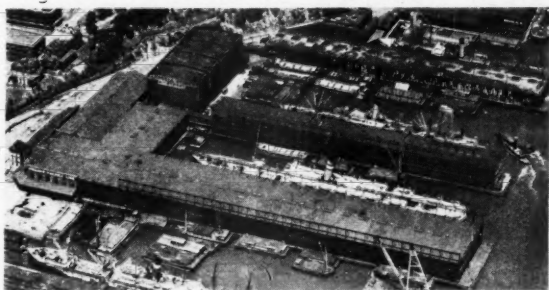


Photo of Sixth St. Warehouses  
By Fairchild Aerial Camera Corporation

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Just Across the River from New York City

Direct Rail and Water Connections

Pool Cars Distributed in New York

Uniform Rates

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COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping  
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Ship to  
the  
Chelsea



Equipped  
for prompt  
service.

Our Harlem Warehouse

## Chelsea Fireproof Storage Warehouses, Inc.

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Main Office Harlem Branch  
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Members of  
New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants' Association of New York

NEW YORK, N. Y.



Our Warehouses are  
of Fireproof Con-  
struction and Offer  
Greatest Security.

## Efficient Service— Worth Considering

Fellow Warehousemen:-

The reputation of a Warehouseman, invariably  
is determined by the manner in which a shipment is  
completed.

We therefore offer you exceptional service to  
eliminate this risk of reputation.

We conduct, perhaps, the highest type of  
business in our line, catering to the handling of fine  
household effects and art collections for responsible  
people in this City.

We also ship from New York a large percentage  
of the higher grade household effects.

Will you avail yourself of our service?

Day & Meger  
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PACKERS - SHIPPERS  
AND MOVERS  
OF HOUSEHOLD  
HOUSEHOLD EFFECTS & ART OBJECTS  
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NEW YORK

Members—National Furniture Warehousemen's Ass'n—New York Furniture Warehousemen's Ass'n



## NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard



MODERN  
FIREPROOF  
WAREHOUSE

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

## NEW YORK, N. Y.



*The* **GILBERT STORAGE CO. Inc.**  
*formerly*

HARLEM STORAGE WAREHOUSE CO. INC.

211 East 100<sup>TH</sup> St., New York City  
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## NEW YORK, N. Y.

Custom House License 381

**L. ELLINGER**  
**WAREHOUSES**

TRUCKING AND FORWARDING

24 Washington St., New York City

Merchandise Storage and Distributors for  
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Forwarding Agents and Advisors on Household Goods  
Shipments Abroad

Specialize in Warehouse Service

Rear Entrance at Penn. RR. Pier 4 &amp; 5, North River

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Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
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**LEE BROTHERS, Inc.**

Operators of five large Warehouses, all in close proxim-  
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Thoroughly equipped to handle any shipment, either  
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Experience extending over a period of over 40 years.

Dead Storage for Autos

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Main Office:  
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PHONES  
Office ..... Spring 4010  
Traffic Dept. .... Spring 3961  
Whse Dept. .... Spring 3994

**Emergency Trucking  
and Warehousing Corp.**

**WAREHOUSEMEN, TRUCKMEN,  
FORWARDERS**

586-588 Washington St., New York City  
104-106 Charlton St., New York City  
692-694 Greenwich St., New York City  
548-550 West 46th St., New York City

Distribution of Straight or Pool Cars

MOTOR TRUCK AND  
HORSE SERVICE  
C. H. LICENSE NO. 30  
LOCAL OR LONG DISTANCE

WAREHOUSING,  
LIGHTERING, MARKING,  
SHIPPING, WEIGHING, CAR  
TRACING, TRUCKING

## NEW YORK, N. Y.

Tel. Longacre 491

Edward Keegan, Prop.

**Long Acre Express and Van Co.**

Storage Warehouse

Moving, Trucking, Packing and Shipping

Motor Vans

408-410 WEST 47th STREET

Bet. 9th and 10th Aves.

N. F. W. A.

New York

## NEW YORK, N. Y.

H. J. F. MINDERMAN, Pres.

Main Office and Warehouse Telephones

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**H. J. F. MINDERMAN, Inc.****TREMONT VANS & STORAGE**

AUTO VANS for LONG DISTANCE MOVING AND OUTINGS

Warehouse: 501-505 EAST 171ST ST., Near Third Ave.  
Piano Hoisting A Speciality

The Men Who Distribute

**Revere Sugar**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW YORK, N. Y.

Where service is more than a word and  
the promise is performed

## EDWARD J. MOONEY

A complete organization  
for the warehousing or dis-  
tribution of your product  
—giving satisfaction since  
1897.

A real Traffic Department  
at your service.

Main Office

379 President Street, Brooklyn, N. Y.

Distributors of  
Angostura Bitters  
Carlsbad Mattoni Mineral  
Waters

Foreign Freight Forwarders  
Consign Your Export  
Shipments Through Us

## NEW YORK, N. Y.



## MORGAN & BROTHER

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING      STORAGE      PACKING

Our reputation for handling collections on con-  
signments is your guarantee in selecting us  
as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

228 - 230 - 232 - 234 - 236 WEST 47th STREET

TELEPHONE  
0052 BRYANT

Times Square

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
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## NEW YORK, N. Y.

## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

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## FIREPROOF WAREHOUSE

## JOHN F. MURRAY STORAGE CORP.

WAREHOUSEMEN & FORWARDERS

549-51-53 West 39th Street, New York City

Motor and Horse Service  
C. H. License 213

Coopering, Weighing  
Marking, Shipping

## NEW YORK, N. Y.

Phone Morningside 3529

# THE T. J. O'REILLY STORAGE WAREHOUSE COMPANY

123d St. and St. Nicholas Ave.

New York City

Storage Moving Packing  
**F-I-R-E-P-R-O-O-F**  
Dead Storage for Autos

## NEW YORK, N. Y.

CONSIGN YOUR NEW YORK SHIPMENTS  
TO

## M. H. POWERS CO.

124 East 121st Street New York City

MOVING  
PACKING

PROMPT EFFICIENT  
SERVICE

STORAGE  
SHIPPING

## NEW YORK, N. Y.

**JAMES W. REILLY**  
**FIREPROOF STORAGE WAREHOUSE**  
 176 EAST 119TH STREET

Fireproof Warehouse  
 Packing, Storage, Shipping, Trucking Household Goods  
 Exclusively  
 Member of V. O. A. of Greater New York

## NEW YORK, N. Y.

Complete and Modern Equipment  
 Motor Trucks for Local and Long Distance Moving  
 Convenient to all R. R. Terminals in New York City. We  
 are in a position to handle with satisfaction all shipments  
 consigned to:

**Sofia Bros. Storage Warehouse**  
 1221 Intervale Avenue

## NEW YORK, N. Y. A Room for Every Load of Furniture

**The Tiffany Fireproof Storage Warehouses**  
 1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are con-  
 veniently located near all railroad terminals.

Efficient Service Our Motto  
 Packing—Shipping—Crating

Members of  
 National Furniture Warehousemen's Association  
 N. Y. F. W. A., V. O. A. of Greater New York

The Men Who Distribute  
**Porter Screens**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## NEW YORK, N. Y.

**TOOKER STORAGE &  
 FORWARDING CO.**  
 MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
 Minimum Handling Expense  
 Building Equipped  
 With Automatic Fire Alarm  
 Erie Railroad Siding

New York Office  
 and  
 Warehouse:  
 28th St. & 11th Ave.  
 Erie R. R. Tracks  
 Tel. Chelsea 7845-7846

Chicago Office  
 and  
 Warehouse:  
 Clark & 14th Sts.  
 Erie R. R. Tracks  
 Tel. Victory 2360-2429

## NEW YORK, N. Y.

"We Move in Society"  
**HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING  
 Storage Warehouses, 540-542 West 38th Street, New York  
 Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

## NEW YORK, N. Y.

**WARNER STORAGE CORP.**

557-563 West 59th St.

General Merchandise

Our location near N. Y. C. terminal insures quick delivery and  
 lowest handling expense. Service and rate inquiries solicited.

## NIAGARA FALLS, N. Y.

**WILLIAM YOUNG**

TRANSFER AND STORAGE OF  
 HOUSEHOLD GOODS  
 MACHINERY AND SAFE MOVING A SPECIALTY  
 "Unexcelled SERVICE"

## OGDENSBURG, N. Y.

**DELOR DOE**

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. Gen-  
 eral Trucking and Storage of Household Goods, Merchandise, Safes,  
 Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

## POUGHKEEPSIE, N. Y.

**Birrer Motor Freight  
 &  
 Transportation Co., Inc.**

Poughkeepsie and New York Express  
 Moving Hauling Shipping  
 Concrete Distributing Warehouse  
 Pool Cars

Office and Warehouse, 574-576 MAIN ST.

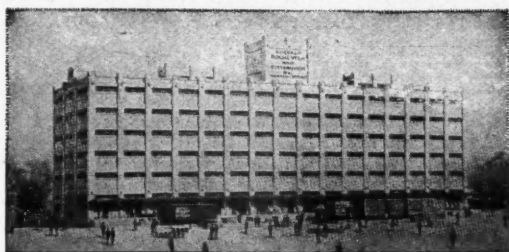
PHONE 2059

**Moral—Use a Warehouse**

SOME of us have heard of the business de-  
 pression which is said to have followed  
 the late unpleasantness. The big boss of a  
 farm implement concern found that he had his  
 forty acres about filled with tractors. His  
 salesmen weren't sending in anything except  
 excuses and expense accounts and he began to  
 have an awful pain in the spot where his in-  
 come tax used to grow. His superintendent  
 told him that the back lot leaked when it  
 rained and anyway a perfectly good tractor  
 wasn't supposed to stand outdoors until after  
 it was safely in the hands of some of the agri-  
 cultural bloc, but he knew his business and  
 instead of storing them in a public warehouse  
 he let them stand until cotton went up and  
 then put them in the factory and built them  
 over again.—Sid Smith.



## ROCHESTER, N. Y.



## General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results*

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

## Blanchard Storage Co., Inc.

Storage  
Moving

HOUSEHOLD GOODS

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Packing  
Shipping

*Members New York and Illinois Furniture Warehousemen's Association*

## ROCHESTER, N. Y.

## J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

## SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

## ROCHESTER CARTING CO.

Members New York Warehousemen's Association  
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses

162-164 ANDREWS STREET

## ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans  
for City and Long Distance Moving. Storage  
and Packing Household Goods. Warehouse  
Space. Negotiable Receipts Issued.

*Member New York Warehousemen's Assn.*

## SCHENECTADY, N. Y.

## CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

*Founded 1902*

PACKING, SHIPPING and STORAGE of HOUSEHOLD  
GOODS EXCLUSIVELY

*Correspondence invited*

## SCHENECTADY, N. Y.

## J. A. RUDD

911 BRANDYWINE AVE.

NEW FIREPROOF WAREHOUSE  
PACKING, CRATING, SHIPPING  
LONG DISTANCE HAULING  
CORRESPONDENCE SOLICITED

## SCHENECTADY, N. Y.

## Lights and Hauls the World

We don't light the world, but we pack,  
crate and ship H. H. Goods to all parts  
of the world.

Exclusive H. H. Goods Storage Ware-  
house.

**NEIL F. RYAN**

*We Move Anything Anywhere*

Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and  
Vans. Local and Long Dis-  
tance Hauling.

## SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a  
specialty of L. C. L. Forwarding and Distribu-  
tion of Pool Cars.

Two up-to-date Warehouses. Track con-  
nections with all Railroads entering City.

Storage of Household Goods, Merchandise,  
Implements, Yard Storage. Heavy Haulage.  
Motor Service.

**SCHENECTADY STORAGE &  
TRUCKING COMPANY**

## SCHENECTADY, N. Y.

**W. CADY SMITH**

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped  
General Merchandise Distributors for Manufacturers and Wholesalers  
Daily Express Service Between Albany and Schenectady

**Pick Your Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

The Men Who Distribute

**Dr. Kilmer's Remedies**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station


**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**
**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE**

**358-376 West Water St.****MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association

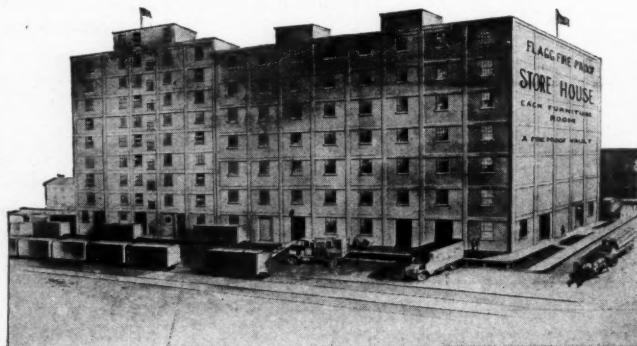
## SYRACUSE, N. Y.

SEPARATE ROOMS FOR FURNITURE,  
LIBRARIES, RECORDS, WORKS OF  
ART, HOUSEHOLD EFFECTS, ETC.

**Capital Invested**  
**\$400,000.00**

ESPECIALLY EQUIPPED FOR STORAGE  
AND FORWARDING GENERAL  
MERCHANDISE and POOL CARS

Est. 1899



**MEMBERS OF**  
American Warehousemen's Assn.  
National Warehousemen's Assn.  
American Chain of Warehouses  
New York State Warehousemen's Assn.  
Central New York Warehousemen's Club



SYRACUSE'S BEST

**FLAGG STORAGE WAREHOUSE CO.***Fireproof Storage and General Trucking*

STEAM HEATED ROOMS FOR PIANOS

FURNITURE PACKED AND SHIPPED

RAILROAD CONNECTIONS

Cor. Townsend and Canal Sts.

**SYRACUSE, N. Y.**

**TROY, N. Y.**

## Railway Terminal Warehouse & Storage Co.

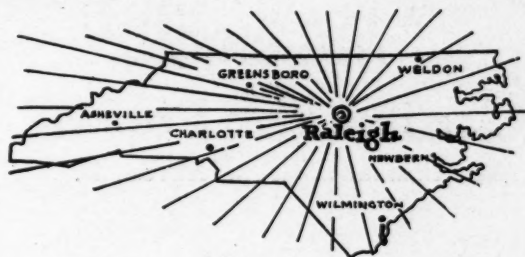
TROY, N. Y.

Warehousing and Storage  
Trucking and Transfer Agents

Handling and Distributing of Pool Cars

OFFICE AND WAREHOUSES: LOWER PAINE ST.

GREEN ISLAND, N. Y.

**RALEIGH, N. C.**

**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

## CAROLINA

STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

**UTICA, N. Y.**

## Consign Utica Shipments

to

### JONES-CLARK TRUCKING AND STORAGE CO., Inc.

127-135 Hotel St.

**SPECIAL ATTENTION** given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. &amp; W., N. Y. O. &amp; W.

**WATERTOWN, N. Y.**

## WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER

FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

**FARGO, N. D.**

## Union Transfer Company, Fargo, N. Dak.

Complete services, merchandise, agricultural implements, and household goods. Also pool cars. Three warehouses. No car switching charges.

806-810 Nor. Pac. Ave.

**YONKERS, N. Y.**

## McCann's Storage Warehouse Co.

3 MILL ST.

## Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

**GRAND FORKS, N. D.**

The most strategic point between Great Falls and the Twin Cities where rail connections and distribution facilities properly and economically cover the wheat country.

## KEDNEY WAREHOUSE COMPANY, Inc.

Members of A. W. A., C. W. C., Minn. W. A.

**GREENSBORO, N. C.**

## THE GATE CITY TO NORTH CAROLINA AND THE SOUTHEAST

Population within 100 miles 2,500,000

MODERN FIREPROOF BONDED WAREHOUSES

120,000 Sq. Ft. Floor Space

Private Railway Siding

## Merchandise Storage and Distributing

Greensboro Warehouse &amp; Storage Company

**AKRON, OHIO**

## Knickerbocker Storage Co.

12 Cherry St., Akron, Ohio

Furniture & Household Storage, Merchandise, Moving, Packing, Shipping, Pool Car Distribution, Motor Truck Equipment. Erie Railroad Connection.

T. W. PIFER, Owner and Manager

The Men Who Distribute

## Pacific Coast Cones

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Babbitt's Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## AKRON, OHIO

# THE UNION

## Fire Proof Warehouse Company

### Akron, O.



GENERAL OFFICE: 27 N. HIGH ST.

Operating the

Union Fireproof Furniture Warehouses  
MOVING—STORAGE—PACKING—SHIPPING

and the

Union Terminal Warehouses  
Merchandise Storage and Distribution—  
Pool Car Shipments

Private Siding, Pennsylvania R. R.  
Free switching service from B. & O. R. R.,  
Erie R. R. and A. C. & Y. R. R.

MOTOR AND TEAM SERVICE



WE RECIPROCAT



## CANTON, OHIO

# The Cummings Storage Co.

Cor. 4th and Walnut St., S. E.  
CANTON, OHIO

General Merchandise, Distribution and  
Household Goods Storage.

Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.

Unsurpassed facilities for handling pool car and  
car load shipments.

Railroad Sidings  
Logical Distributor for this Section

## CINCINNATI, OHIO

# THE CINCINNATI TOBACCO WAREHOUSE CO.

Main Office: 7 W. Front Street  
CINCINNATI, OHIO

# —STORAGE—

Three Large Warehouses

RAILWAY SIDE TRACK ALONG ENTIRE FRONT

CINCINNATI, OHIO  
NORWOOD

CONSIGN YOUR SHIPMENTS  
FOR CINCINNATI AND  
NORWOOD, OHIO, TO

**THE NORWOOD TRANSFER CO.**  
MOVING—PACKING—STORAGE OF HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION OF MERCHANDISE

**MOTOR TRUCK SERVICE**  
OFFICE: 4416 Main Ave., NORWOOD, OHIO  
WAREHOUSE: Madison Ave. and C. L. & N. R. R.  
Members:  
Ohio Warehousing Association National Furniture Warehousemen's Association

## CINCINNATI, OHIO

# FRED PAGELS

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

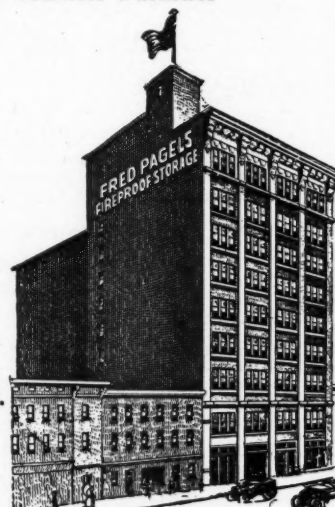
A SERVICE THAT SATISFIES

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

# A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good cause for you to entrust your warehousing interests to us.

# Panhandle Storage Warehouse

## Cincinnati, Ohio.

J. F. Upperman, Resident Manager

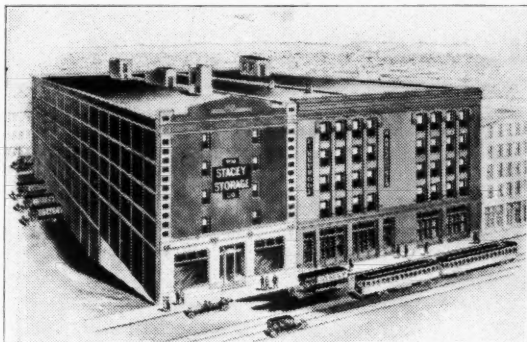
The Men Who Distribute

# Weed Chains

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**CINCINNATI, OHIO**

Cincinnati's Leading Warehouse  
**Stacey Service**  
 is the  
**Best**



150,000 SQ. FEET

**Storage Packing**                      **Hauling Shipping**

*Send us your consignments; we will take care of your interests*

**The Wm. Stacey Storage Co.**  
 2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

**CLEVELAND, OHIO**

**THE  
 CLEVELAND  
 STORAGE CO.**

Established 1884

Offices: Guardian Building

**Mercantile Storage Only**

Pool Cars for Distribution  
 and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
 Sprinkler System

3 Warehouses, Private Siding,  
 C. C. C. & St. L. R. R.

**CINCINNATI, OHIO**

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
 222 and 224 East Front Street

**CINCINNATI, OHIO**

**THE ZEIGLER SCHAEFER COMPANY**  
 (Inc'P'd.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
 Automobiles, Furniture and Merchandise

2000-2020 ELM ST.                      Est. 1899

The Men Who Distribute  
**Minute Tapioca**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute  
**Bon Ami**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

**CLEVELAND, OHIO**

**The Curtis Bro.'s  
 Transfer Company**

French, Winter and Fall Streets  
**CLEVELAND, OHIO**

**Mercantile  
 Storage and General  
 Trucking**

Low Insurance

Sprinkler System

Private Siding on

C., C., C. & St. L. R. R.

Pool Cars for Distribution

Motor Truck Service

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**

Direct care Gregg Cartage Co. Freight to and from Depots.  
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

**GREGG CARTAGE CO.**

502 Prospect Fourth Bldg., CLEVELAND, OHIO

## CLEVELAND, OHIO

*Lederer Has Something in  
Store for You*

MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL  
WAREHOUSE COMPANY**



## CLEVELAND, OHIO

**THE LIBERTY  
CARTAGE CO.**

422-4 FRANKFORT AVE.

CLEVELAND, OHIO

**MERCANTILE STORAGE**

**CARLOAD**

**CONSOLIDATING**

**DISTRIBUTING**

**FORWARDING**

**FREIGHT HANDLERS**

**CITY DELIVERIES**

**AFFILIATIONS**

**PENNOYER FREIGHT SERVICE**

**MEMBER**

American Warehousemen's Assn.

National Team & Motor Truck Owners' Ass'n.

**The Men Who Distribute**

**Carter Inx**

**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**

**The  
Meeting Place  
of  
Shippers and  
Warehousemen**

**O**NE of the largest national distributors, manufacturing a product known the world over, has announced that hereafter it will distribute exclusively through warehouses. In the selection of the warehouses to be used, **DISTRIBUTION & WAREHOUSING** has had an important part. This distributor, like hundreds of others of similar calibre, is a regular reader of **DISTRIBUTION & WAREHOUSING** and uses the *Shippers' Index* as a guide and source of information in the selection of the warehousemen with which to do business.

*The Shippers' Index of **DISTRIBUTION & WAREHOUSING** is the meeting place of the man who needs warehouse facilities and the man who has them to offer.*

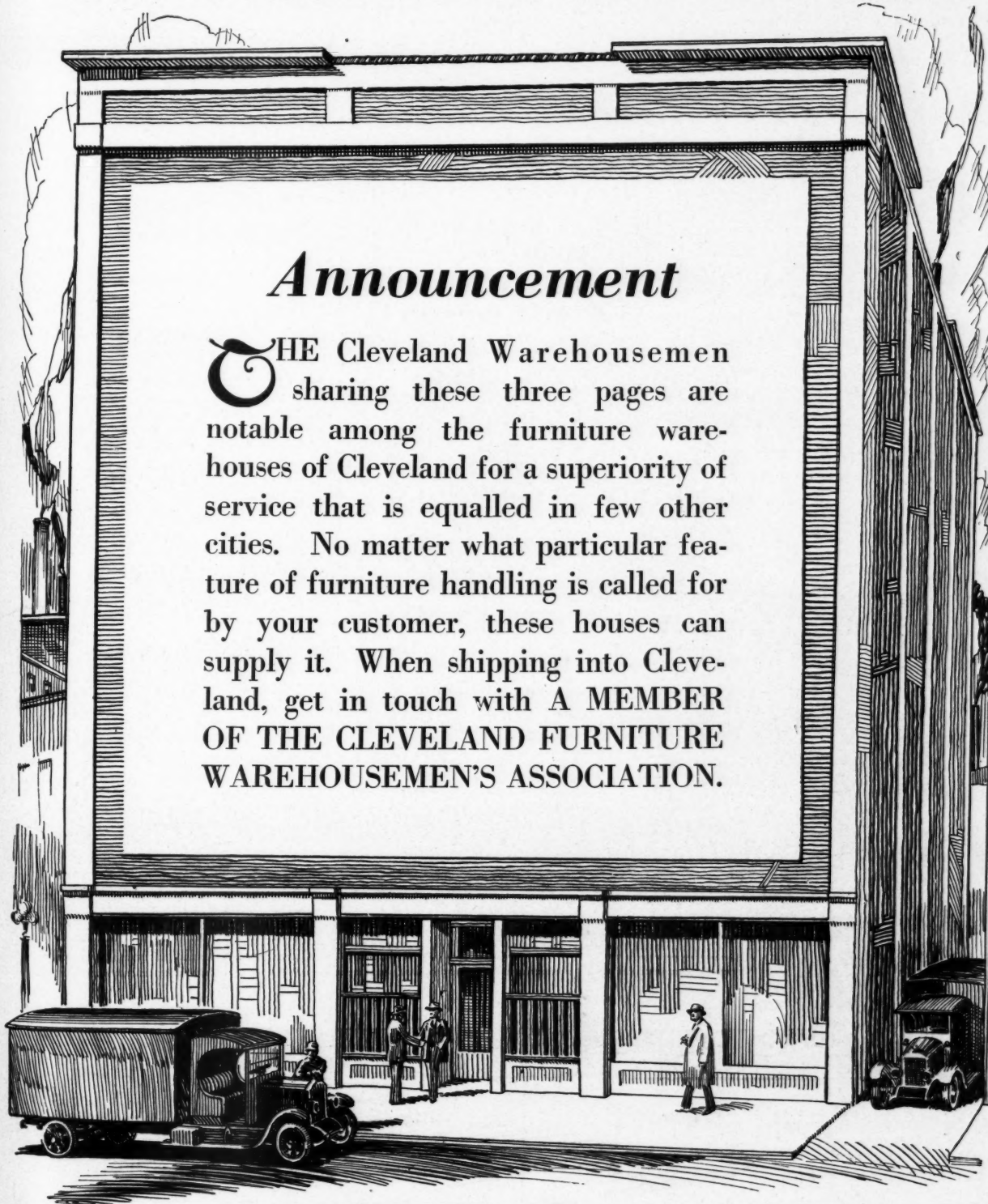


# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

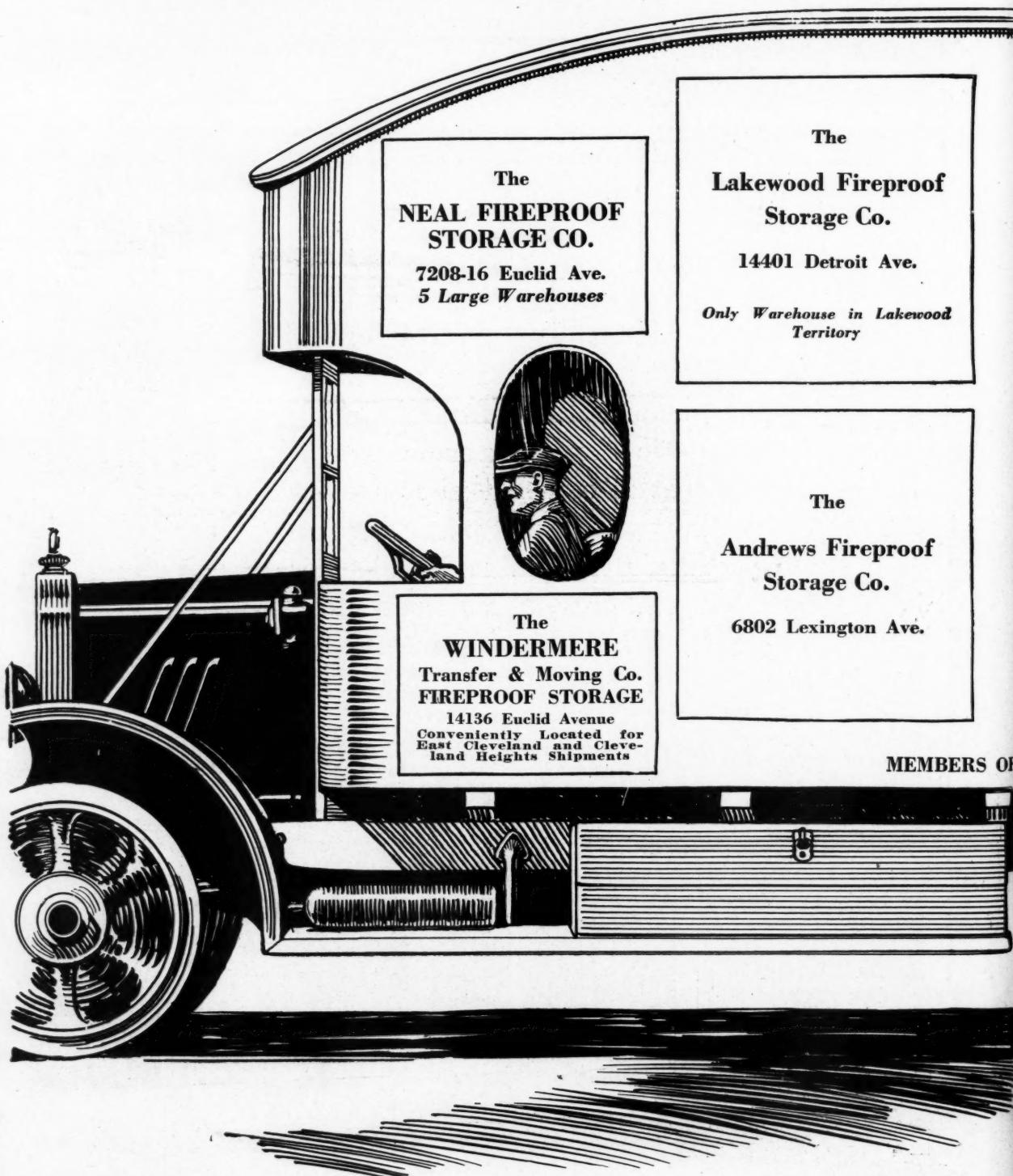
## Announcement

THE Cleveland Warehousemen sharing these three pages are notable among the furniture warehouses of Cleveland for a superiority of service that is equalled in few other cities. No matter what particular feature of furniture handling is called for by your customer, these houses can supply it. When shipping into Cleveland, get in touch with A MEMBER OF THE CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.



# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION



The  
**NEAL FIREPROOF  
STORAGE CO.**

7208-16 Euclid Ave.  
5 Large Warehouses

The  
**Lakewood Fireproof  
Storage Co.**

14401 Detroit Ave.

*Only Warehouse in Lakewood  
Territory*

The  
**Andrews Fireproof  
Storage Co.**

6802 Lexington Ave.

The  
**WINDERMERE  
Transfer & Moving Co.  
FIREPROOF STORAGE**

14136 Euclid Avenue  
Conveniently Located for  
East Cleveland and Cleve-  
land Heights Shipments

MEMBERS OF

# Fifth City

**JOHN BECKER**

*Fireproof Storage*

2055 W. 41st Street

The

**KNICKERBOCKER  
STORAGE CO.**

7724 Detroit Ave.

Established 1905

The

**Lincoln Fireproof  
Storage Co.**

5660-5704 Euclid Ave.

Geo. A. Rutherford, President  
W. R. Thomas, Vice-President  
W. H. Turner, Sec. & Treas.

The

**REDHEAD  
STORAGE CO.**

11605-9 Euclid Ave.

**LAKESHORE  
MOVING AND  
STORAGE CO.**

664 East 105th St.

The

**Scott Bros. Fireproof  
Storage Co.**

1838-40 East 55th St.

Cleveland Furniture Warehousemen's Association





CLEVELAND, OHIO

## The Ninth Street Terminal Warehouse Company

1200 West 9th St., Cleveland, Ohio

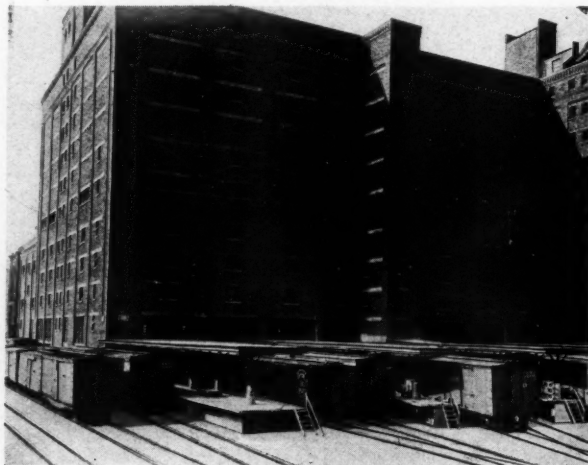


### OHIO'S LARGEST WAREHOUSE

**3,500,000 Cubic Feet GENERAL STORAGE**

**1,500,000 Cubic Feet COLD STORAGE**

- We have a 63-car railroad track capacity.
- We have a new fireproof, sprinklered building.
- We are centrally located in the down-town district.
- We have storage-in-transit privileges.
- The Big Four Railroad has its office and freight house with us.
- We have free switching from all other railroads.
- We do a merchandising, distributing and pool car business.
- We have offices available for brokers, manufacturers' agents or branch managers.
- Wholesalers and manufacturers store with us.
- We have low insurance rates.



**WM. J. HOGAN**  
President and Gen'l Manager



**A. B. EFROYMSON**  
General Superintendent

## COLUMBUS, OHIO

## The W. Lee Cotter Warehouse Co.

Operating the  
**COLUMBUS  
TERMINAL WAREHOUSES**  
(seven of them)

**FIREPROOF AND  
NON-FIREPROOF**

**MERCHANDISE STORAGE  
AND DISTRIBUTION**



*Save 35% to 50% by  
shipping in car lots*

## COLUMBUS, OHIO

Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO

## The Merchandise Storage Company

Columbus, Ohio

**General Storage & Distribution**

SERVICE THAT WILL SATISFY

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

## THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## LIMA, OHIO

POOL CAR DISTRIBUTORS

## EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,  
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

## MANSFIELD, OHIO

## The Cotter Transfer & Storage Co.

Operating Five Fireproof  
and Non-Fireproof Warehouses

in

## MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage  
and Distribution*



**Motor Trucks  
Heavy Hauling**



The Men Who Distribute

## Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MARION, OHIO

## MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

## SPRINGFIELD, OHIO

## The Citizens Transfer and Storage Co.

LOWRY AVE. AND BIG FOUR R. R.

Storage of Merchandise and Household Goods  
Forwarders and Distributors  
Motor Truck Service

W. A. HANCE

W. P. BYERMAN

Private siding on C. C. C. St. L. R. R.

## SPRINGFIELD, OHIO.

## Bill All Shipments for Springfield, O.

to

## WAGNER

FIREPROOF STORAGE &amp; TRUCK CO.

We Give You SERVICE

Siding on Pennsylvania  
Lines. Complete facilities  
for distribution of Pool  
Car Shipments.

Moving—Packing—Shipping.  
Storing of Household Goods and  
Merchandise.

The Men Who Distribute

## Moline Plows

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## TOLEDO, OHIO

## "Ship to Toledo and Consign to Depenthal"

We are specialists in furniture packing, local and long  
distance furniture hauling.

Storage for general merchandise and household goods.  
Connections with all railroads entering the city.

Private siding on the B. &amp; O.

Member of National Furniture Warehousemen's  
Association.



## Depenthal Truck & Storage Co.

Main Office

108 Summit Street, Toledo, Ohio

## TOLEDO, OHIO

DREW DOES IT

## H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.  
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

## THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n  
American Warehouse Association

## TOLEDO, OHIO

## HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

## The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS  
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

## Let "RATHBUN" Do It

## THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and  
Merchandise

Members Nat'l F. W. Asso.

## TOLEDO, OHIO

## THE TOLEDO MERCHANTS' DELIVERY COMPANY

215 SO. ST. CLAIR ST  
AUTO SERVICE—FIREPROOF STORAGE  
Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo



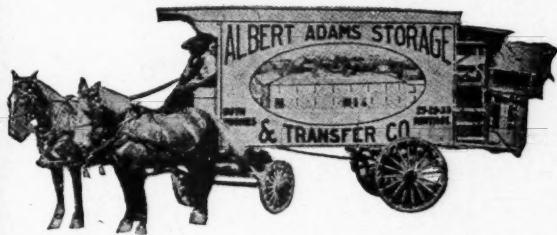
**TOLEDO, OHIO**

**The Toledo Terminal Warehouse Co.**  
928-930 GEORGE STREET  
TOLEDO, OHIO  
STORAGE OF MERCHANDISE  
Special Attention to Pool Car Distribution

**ZANESVILLE, OHIO**

**ALBERT ADAMS  
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.  
Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space

**CHICKASHA, OKLA.**

**O. K. TRANSFER & STORAGE CO.**

602 North 2nd St. Offices, 218 Chickasha Ave.  
We make a specialty of forwarding and distribution of Pool Cars  
Distribution and Storage of Household Goods  
FIREPROOF WAREHOUSE ON RAILROAD SIDING  
LOWEST INSURANCE RATES PACKING—STORAGE—SHIPPING

**CLINTON, OKLA.**

**CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.**

DISTRIBUTORS FOR WESTERN OKLAHOMA  
Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. & O. W. Railroads.

Only Brick Warehouse in Western Oklahoma  
Storage and distribution of Merchandise and Pool Cars given special attention.  
Member American Warehousemen's Association

**MUSKOGEE, OKLA.**

**Muskogee Transfer & Storage Co.**

2—Fireproof Warehouses  
Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

THE SUBSCRIPTION PRICE OF  
**Distribution & Warehousing**  
IS

**\$2.00 A YEAR**

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

**OKLAHOMA CITY, OKLA.**

**WEICKER**



**O.K. TRANSFER & STORAGE CO.**  
A. C. WEICKER, President

**General Warehousing and Distribution**

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.  
Write for freight tariff to all points in Oklahoma City territory.

**OKMULGEE, OKLA.**

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping  
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

**TULSA, OKLA.**

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.

**TULSA, OKLA.**

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

**THE PURCHASING POWER**

of the field covered by

**Distribution and Warehousing**

**\$1,000,000,000.00**

is that of an industry with a total investment of more than

PORTLAND, ORE. **General Warehousing**  
**Storage - Distribution**  
**Portland**  
**Oregon**



*Logical distributing point  
of the  
Pacific Northwest Territory*

PORTLAND, ORE.

**B E K I N S**  
**FIREPROOF STORAGE**

*Distributors*

**Northwest Shipments Promptly Handled**

**PORTLAND, ORE.** **SEATTLE, WASH.**  
 Sixteenth and Sandy Blvd. Madison at Twelfth

PORTLAND, OREGON

G. W. CUMMINGS *President* J. H. CUMMINGS *Secretary*

**Northwestern Transfer Co.**  
 Incorporated 1888  
**STORAGE - DISTRIBUTION - HAULING**  
 Free Trackage All Railroads  
 We Make a Specialty of Distributing Pool Cars  
 Office, 64 Front Street

PORTLAND, ORE.

**Oregon Auto Despatch**  
*Established 1904*  
**DRAYAGE AND STORAGE**  
**Distribution Cars a Specialty**  
 30,000 Feet Warehouse Space  
 Financial Responsibility Complete Equipment

**Office and Warehouse:**  
**200 NORTH 13th STREET**

The Men Who Distribute  
**Two-in-One Shoe Polish**  
 Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

PORTLAND, ORE.

*Mr. Traffic Manager:*

Did you ever compare  
 the cost of cheap stor-  
 age and distribution  
 rates plus indifferent  
 service with FAIR stor-  
 age and distribution  
 rates plus REAL ser-  
 vice?

**OREGON TRANSFER COMPANY**  
 474 Glisan Street  
 PORTLAND OREGON

ALLENTOWN, PA.

**Hummel Warehouse Company**  
 728-40 N. 15th Street  
 Pool Car Distribution and Forwarding.  
 Transfer. Storage. Railroad Siding.  
 Mark all shipments Lehigh Valley R. R. Delivery.

CHESTER, PA.

**Headley's**  
**Express & Storage Co., Inc.**  
 General Storage  
 Merchandise and Household Goods  
 Moving, Packing and Shipping

ERIE, PA.

**ERIE**  
**STORAGE & CARTING COMPANY**  
 1502 Sassafras Street



Members of A. W. A.,  
 I. F. W. A., N. Y. F. W. A.,  
 Am. Chain &  
 Rotary Club

Warehouse in the center of  
 the city, with trackage from  
 N. Y. Central Lines and  
 switching to all other lines.  
 Unexcelled facilities for han-  
 dling shipments of household  
 goods and merchandise.  
 Branch house service for  
 manufacturers.

## ERIE, PA.

# ERIE WAREHOUSE COMPANY

## A Complete and Efficient Service

### Mercantile Storage

### Pool Car Distribution

CENTRAL LOCATION  
AMPLE WAREHOUSE AND  
TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

## HARRISBURG, PA.

# MONTGOMERY & CO.

## STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding  
Direct Track Facilities      Pool Car Distribution  
Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

# KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS      MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## ERIE, PA.

# LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

## Fort Erie Warehouses & Docks

### Erie, Pa.

J. M. Dunkle, Resident Manager



## LANCASTER, PA.

# Lancaster Storage Co.

Lancaster, Pa.

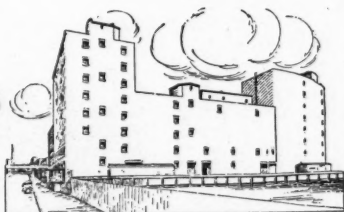
Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## HARRISBURG, PA.

# POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
P. R. R. Sidings.      HARRISBURG, PA.

## OIL CITY, PA.

# CARNAHAN

## TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

# American Storage & Express Co.

215 South Tenth Street, Philadelphia, Pa.

Storage—Moving—Packing      Storage  
Shipping      For General Merchandise  
Auto Service      Heavy Machinery

## HARRISBURG, PA.

# The Heart of Distribution

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

## Keystone Warehouse

### Harrisburg, Pa.

W. C. Wirth, Resident Manager



## PHILADELPHIA, PA.

# Commercial Warehouse Company

## GENERAL MERCHANDISE STORAGE

Motor Truck Service—P. & R. Track Connection  
S. W. Cor. 3rd and Willow Streets, Philadelphia

## PHILADELPHIA, PA.

# HILDENBRAND BROS.

STORAGE, PACKING, MOVING  
Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.



## PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND  
SAFETY ABOUNDS



North Philadelphia Storage Co. 2033 Lehigh Ave.

## PHILADELPHIA, PA.

**Philadelphia**  
**LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

**Penn Storage & Van Co.**  
2136 MARKET STREET

## PHILADELPHIA, PA.

Established 1903

SPED  
MERCHANDISE  
**TROTH'S**  
MODEL WAREHOUSES  
SUGGEST

MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address

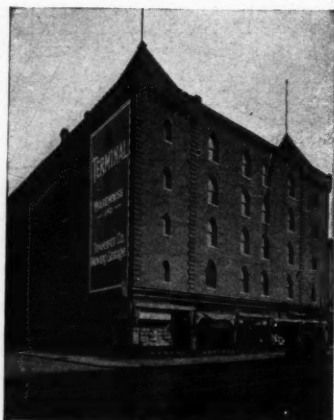
Office—5th and Byron Streets  
CAMDEN, N. J.

The Men Who Distribute

**Pepsin Syrup**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

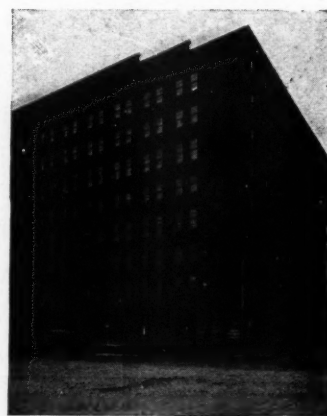
## PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

**TERMINAL  
WAREHOUSE  
AND  
TRANSFER CO.**

Green Street and  
Delaware Avenue  
PHILADELPHIA



Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars**

**Large Organization.**

**Competent Office Warehouse Staff**

Members American Warehousemen's Association—American Chain of Warehouses

## PHILADELPHIA, PA.

**WALLACE STORAGE CO.**

237-253 Church Lane, Germantown, Phila., Pa.

For

**Germantown and  
Chestnut Hill**

Shipments

Consign to Cheltenham Ave. Station, Penna. R.R.  
or Phila. & Reading R. R.*Storage, Packing, Shipping of Household Goods  
Long Distance Moving*

## PITTSBURGH, PA.

**Duquesne's Offer:  
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

**Duquesne Warehouse Co.  
Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.

## PITTSBURGH, PA.

**BELMAR****MOVING & STORAGE CO.**

OFFICE AND WAREHOUSE

**Homewood Ave. and P. R. R.****Pittsburgh, Pa.**

We pay commission on all work secured through our correspondents and guarantee satisfaction to your customers.

## PITTSBURGH, PA.

In

**PITTSBURGH**

It's

**BLANK'S  
Transfer & Storage Co.**

Since 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

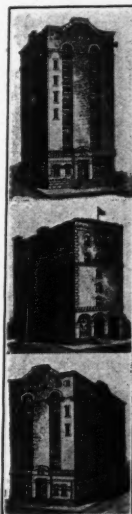
## PITTSBURGH, PA.

**HASLEY BROTHERS  
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**SERVICE TO THE  
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN  
STORAGE AND TRANSFER CO.**

CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

**Interstate Trucking Company**

2614-2618 Smallman St. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling  
Experienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

**MURDOCH**

STORAGE &amp; TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

**J. O'NEIL TRANSFER  
AND STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty  
General HaulingNEW FIREPROOF STORAGE HOUSE  
Separate Rooms

PITTSBURGH, PA.

**SHANAHAN**

Transfer &amp; Storage Company

Established 1865

CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

PITTSBURGH, PA.

**WEBER**

EXPRESS &amp; STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributions  
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best"  
(Rotary)**The Quackenbush Warehouse Co.**

Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING  
COMPANY**

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.  
Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and C. R. R. of  
N. J. sidings.  
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of  
N. J., D. & H. freight stations.  
Manufacturers' Distributors with facilities to handle large  
consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.



## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

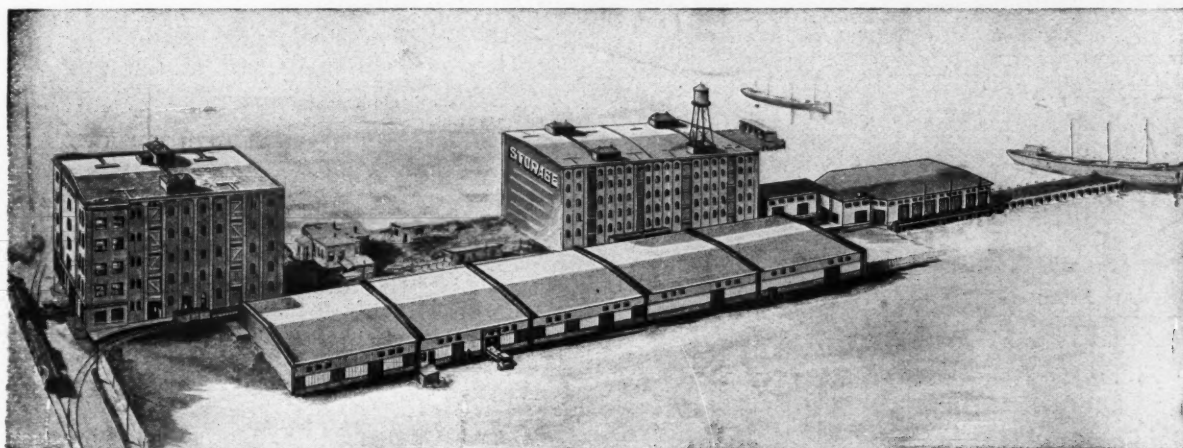
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

**WM. M. HARRIS, JR.**  
 Treasurer & General Mgr.

**WM. A. MILLSAUGH**  
 Secretary

**H. E. LEAVER**  
 Superintendent



## PROVIDENCE, R. I.

**JAMES LE ROY FOSTER, Pres.**

**WALDEN WYMAN, Mgr.**

*Rhode Island's Only Fireproof Warehouse*

**BROADWAY STORAGE CO.**

*Packing and Merchandise Distributors*

Merrill & Federal Streets, Providence, R. I.

## ABERDEEN, S. D.

**Aberdeen Storage Company**

Aberdeen, S. D.

Storage and Distributors

Pool Cars Solicited

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
 Household Furniture and Pianos  
 Packing, Crating and Shipping.  
 62 to 70 Dudley Street.

## WATERTOWN, S. D.

**FIREPROOF**

**BONDED**

**DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution

Private Siding

Pool cars solicited

Motor Trucks

## CHARLESTON, S. C.

**CHARLESTON**  
**Warehouse & Forwarding Co.**  
 CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

## CHATTANOOGA, TENN.

**THE CHATTANOOGA**  
**TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

**CHATTANOOGA, TENN.****CHATTANOOGA****Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

**Cold and General Storage****GENERAL MERCHANDISE AND HOUSEHOLD  
GOODS****PACKING AND SHIPPING**

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and  
W. & A. Railroads Within One Block of All Freight  
Depots*Consign Your Goods in Our Care***KNOXVILLE, TENN.****C. C. SULLINS, Sales Agent****Warehousing, Distributing and Selling**

POOL CARS A SPECIALTY

**KNOXVILLE, TENNESSEE**

Branch at 514 Scott Street, Bristol, Tenn.

**NASHVILLE, TENN.****E. M. BOND****FIREPROOF STORAGE CO.**

HOUSEHOLD GOODS AND MERCHANDISE

Modern Fireproof Building

Private Siding With All Rail Connections.

**DALLAS, TEXAS****Dallas Storage &  
Warehouse Co.**Send your Dallas shipments in  
our care.We will protect your interests  
and satisfy your customer.We give special attention to  
pool car distribution and solid  
car consignments.60,000 square feet of fireproof  
storage space.Motor trucks and team equip-  
ment.Private siding for all railroad  
connections.*"We Help Ourselves by Helping  
Others"***BEAUMONT, TEXAS****The Heisig Storage  
Company  
BONDED****BEAUMONT, TEXAS**Brick building well ventilated and equipped with  
Automatic Fire Sprinklers. **STORAGE, FOR-  
WARDING and DISTRIBUTING.****DALHART, TEXAS****A Good Distributing Point**because it is centrally located between Denver, Kansas  
City, Dallas and El Paso. Every accommodation ware-  
houses can offer. We specialize on parcels post ship-  
ments, to 700 postoffices reaching half a million buyers  
within the second zone.

Ask us for particulars.

**Tri-State Distributing Co., Dalhart, Tex.**

The Men Who Distribute

**Spokane Paper Products**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index**DALLAS, TEXAS****CARLOAD DISTRIBUTION & STORAGE****Merchandise and Household Goods****The Inter-State  
Forwarding Co.**

Cor. Elm &amp; Jefferson St.

**The Center of the Wholesale District****120,000 Sq. Ft.****on T. & P. R. R. Capacity Unloading 12  
Cars Per Day.**Maintains an organization for service in all  
branches of Warehousing and Distribution**W. I. FORD and R. E. EAGON****Associate Managers**

## EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

**El Paso Fireproof Storage Co., Inc.**  
ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

**STORAGE and DISTRIBUTION**

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

Two Blocks East of Post Office

Campbell and Mills Sts.

El Paso, Texas

Members of the National Furniture Warehousemen's Association

## EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for  
Merchandise Only

Twelve Other Warehouses for Household  
Goods, Etc.

Receiving  
Storage  
and  
Distribution  
of  
Merchandise

Packing  
Crating  
Shipping  
of  
Household  
Goods

**Make Our Warehouse Your Branch House****BECAUSE**

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

**INTERNATIONAL WAREHOUSE CO.**

Member of Central Warehousemen's Club; also N. F. W. A. &  
A. W. A.; also Texas

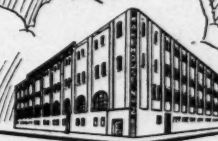
**Pick Your Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

## FORT WORTH, TEXAS

*In*  
**Fort Worth It's**  
**BINYON-O'KEEFE**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



three  
mammoth  
warehouses  
250,000 sq ft  
storage  
space



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth and  
Houston



## GALVESTON, TEXAS

**AMERICAN WAREHOUSE COMPANY**

Merchandise Warehousing  
Pool Car Distribution

The KEY to the  
GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.  
Tel. Henry 3385

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF WAREHOUSES**

Pool Car Distributors

Forwarders

## HOUSTON, TEXAS

**A B C Storage & Moving Co.**

Distribution and Forwarding

FIREPROOF WAREHOUSE CENTRALLY LOCATED

R. R. siding on Southern Pacific Line with free  
switching from all lines.

**If Your City Isn't Represented Here**

Put it on the shippers' map by  
inserting your card in this space.



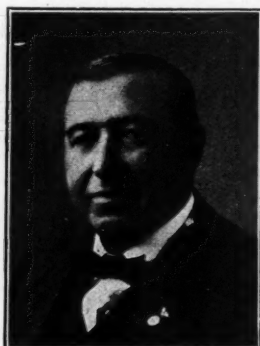
## HOUSTON, TEXAS

When Shipping to  
Houston, Texas

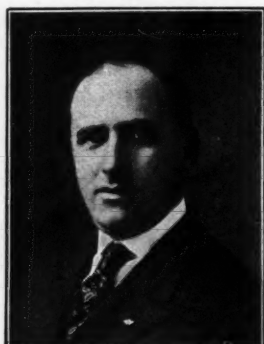
Remember  
**Westheimer  
Service**

As Established  
38 Years Ago

*It cannot be  
improved upon.*



S. J. WESTHEIMER  
President



BENJ. S. HURWITZ  
Vice-President



J. L. ARONSON  
Secretary-Treasurer

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

### GENERAL WAREHOUSING AND DISTRIBUTION

Write for freight tariff to all  
points in San Antonio territory.

**SCOBEY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS

## Muegge-Jenull Warehouse Co.

Distributors Pool Cars for Texas and Mexico

Storage and Forwarding

Bonded Fireproof, Reliable, Dependable Service

## TEXARKANA, TEXAS

## HUNTER TRANSFER CO.

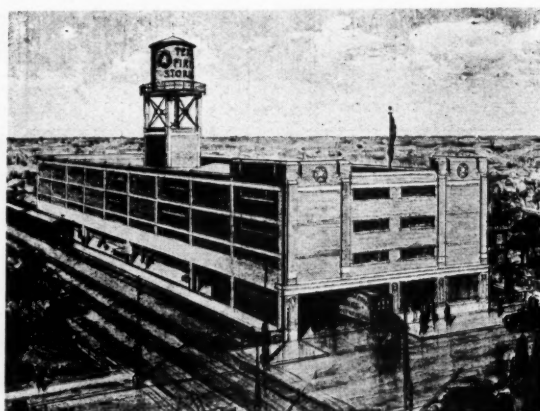
TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF

POOL CARS  
TRUCKING

STORAGE  
MOVING

## WACO, TEXAS



## DISTRIBUTE FROM WACO TRADE CENTER OF TEXAS

### Texas Fireproof Storage Company

50,000 square feet of storage space. Only fire-proof storage warehouse in the city.

Trackage on Cotton Belt, Santa Fe, I. & G. N.  
Ten-car capacity private siding. Lowest insurance rate in territory.

Operates **TEXAS TRANSFER COMPANY**

Members: Central Warehousemen's Club, Texas Assn.

The Men Who Distribute

## Jersey Cereals

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## WACO, TEXAS

The Heart of Texas

**Weathered Transfer and Storage Co., Inc.**

Members—A. W. A., N. F. W. A., Am. Ch., Tex. W. and Ft. M. A. and Rotary Club

Our modern warehouse covers one city block, with trackage on I. & G. N., G. C. & S. F. and St. L. and S. W. Rys.

Equipped to give the very best service on Storing and distributing Merchandise.

Modern equipment for handling Household Goods.

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 Cubic Feet Re-enforced Concrete, Sprinklered Space

Insurance Rate Only 18 Cents

**Jennings-Cornwall Warehouse Co.**

## NORFOLK, VA.

**We Store—Forward—Reconsign**

*Modern Fireproof Storage Facilities*

**Jones & Company, Inc.**

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.  
NORFOLK, VA.

PETERSBURG, VA.  
HOPEWELL, VA.**SOUTHERN**

BONDED

WAREHOUSE

**Distributors—Fireproof Storage**

## RICHMOND, VA.

**Virginia Bonded Warehouse Corporation**  
1707 East Cary St.

**Distribution and Forwarding of General Merchandise**  
Only

Largest Warehouses in South, Southern R.R. Siding.

Members: American Warehousemen's Association

## SEATTLE, WASH.

**B E K I N S**  
**FIREPROOF STORAGE**

*Distributors*

**Northwest Shipments Promptly Handled**

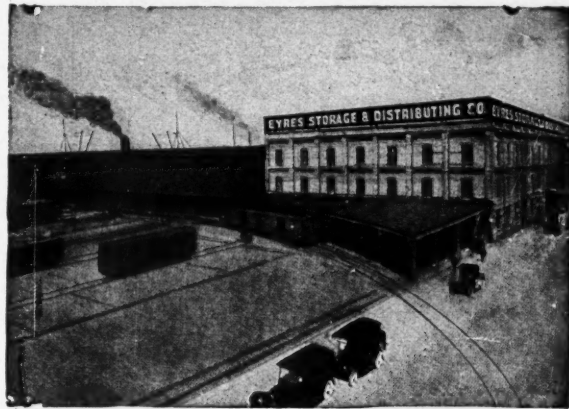
**SEATTLE, WASH.**

Madison at Twelfth

**PORTLAND, ORE.**

Sixteenth and Sandy Blvd.

## SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded

**Warehouses**

Seattle, Wash.



**GENERAL MERCHANDISE STORAGE**

**MACHINERY STORAGE**

**HOUSEHOLD GOODS STORAGE**

**POOL CAR DISTRIBUTIONS**

**OPERATING 30 TEAMS, 24 AUTOS**

**SERVICE OUR MOTTO**

## SEATTLE, WASH.

**TAYLOR**

Transfer and



**EDWARDS**

Storage Co.

Members:

American Warehousemen's Asso. Central Warehousemen's Club

**Merchandise Distributors**

**DISTRIBUTION CARS**

Delivered, Forwarded or  
Stored.

No Switching cg. on  
Carloads.

**POOL CARS**

Furniture Packed, Shipped  
or Stored.

Established 1905

**FIREPROOF STORAGE**

**LOW INSURANCE**

**SEATTLE**

**WASHINGTON**

## SEATTLE, WASH.

**UNITED WAREHOUSE CO.**  
**SEATTLE, WASH.**

Established 1895

**GENERAL STORAGE AND DISTRIBUTING**

**U. S. CUSTOMS BONDED STORAGE**

**RAIL CONNECTION WITH ALL ROADS**

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## TACOMA, WASH.

## PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE  
Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS  
BROADWAY AND 17th STREET

## YAKIMA, WASH.

## MILLER TRANSFER & STORAGE CO.

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

## TRANSFER—STORAGE WAREHOUSING

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

SHIP IN OUR CARE  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

**Automobile and Truck Storage**

## CHARLESTON, WEST VA.

## Mathews Storage Warehouses

Merchandise Distribution—General Storage  
Brick and Concrete Warehouses—Railway Siding

Members: American Warehousemen's Ass'n  
Nat'l Furniture Warehousemen's Ass'n  
MOTOR TRUCK & TEAM SERVICE

## HUNTINGTON, W. VA.

## Service that Satisfies

forces anyone with whom you do business  
with to say a good word for you.

Our growing list of Nationally known  
lines who use our many facilities tell  
their friends of our ability to serve, this  
is why we have grown as we have—noth-  
ing magical about it—just work—that's  
the bosses first name and he sure keeps  
everybody at it.

Your distribution worries are at an end,  
so far as this territory is concerned if you  
will turn them over to us. We offer you  
an enthusiastic Branch House here with  
no extra cost.

*Right NOW—WRITE.*

## Maier Sales & Storage Co.

Huntington, A city with 125 established plants  
none ever left here to locate else-  
where. West Va.

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET KENOSHA, WIS.

The Men Who Distribute

## "Necco Sweets"

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## MILWAUKEE, WIS.

## LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Misc. and Household  
Goods. We remit upon receipt of bill of lading.



## MADISON, WIS.

## HEICK TRANSFER & STORAGE CO.

Madison, Wis.

Private siding; adequate space; best protection; city and suburban deliveries; geographical location ideal for distribution.

Complete service in all departments. As your agents we handle every detail to finality with maximum efficiency. Our large investment is your guarantee of integrity and reliability.

*Pool Car Distributors*

## HEICK

**Transfer & Storage Company**  
Madison, Wisconsin

## MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

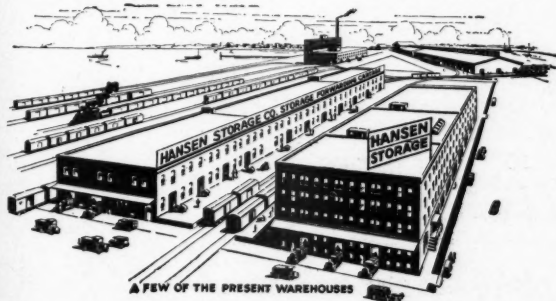
The newest  
and best in  
Milwaukee.

## MILWAUKEE, WIS.

## HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN



WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE

12 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## OSHKOSH, WIS.

## OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

**We are at your service.**

## REFERENCES:

The Old Commercial National Bank. Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## HONOLULU, HAWAII

When Shipping Goods to

## HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

## CITY TRANSFER COMPANY

Cable Address:  
LOVERINO, HONOLULU

## EDMONTON, ALBERTA, CANADA

**Western Transfer & Storage, Ltd.**

Official Carters for  
O. N. R., C. P. R., B. D. & B. C., Central Canada Ry.  
A. & G. W. and G. T. P.

**CARTAGE      DISTRIBUTION      STORAGE**

Corner 102d Avenue and 103d Street  
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

## HAMILTON, CAN.

**CENTRAL DISTRIBUTING  
POINT.**

**HAMILTON**  
**THE GATEWAY TO CANADA**

Store and Distribute through

**The Glasgow Storage & Cartage Co.**

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

## HAMILTON, CANADA

**Quickest Delivery—Least Expense**

Distribute Canadian Consignments Through

**Hamilton Terminal Warehouses Ltd**

Hamilton, Ontario, *where Freight Rates Break*

Private Siding, All Railroad Connections

## TORONTO, CANADA

Send for the Howell Book  
"Storage & Distribution"

**The HOWELL WAREHOUSES Limited.**

*General Mercantile Distributors*

311 King st East. TORONTO. Phone Main 7580

Member American Warehousemen's Association, American  
Chain of Warehouses

## TORONTO, CANADA

**SPRINKLER  
PROTECTED**

**INSURANCE  
RATE 45c.**



**GENERAL MERCHANDISE DISTRIBUTORS  
AND WAREHOUSEMEN**

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

## WINNIPEG, CANADA

**INSURANCE RATE 30c**



CONTROLLED BY THE CITY DRAY CO., LIMITED

**PRIVATE SIDING**

and

**OUR OWN MOTOR TRUCK AND TEAM DELIVERY SERVICE**

230 Princess Street

Winnipeg, Canada

## Warehousing Decreases Overhead

In many lines of industry there comes a time when it seems imperative to have a branch house. Unfortunately, a branch usually must be supported for a period by the parent house. The funds are not always available.

Insurance, office costs, supervision, rent, light, fuel, taxes, delivery, building, location, depreciation, all must be paid or solved before the branch can become a reality.

In a warehouse every such item, and the hundred-odd others, are taken care of without your effort—and you are required to pay but a fraction of them.

Following the brisk season, a part of a branch remains vacant, yet its upkeep goes on. In a warehouse that space is allotted to another. You pay only for space used.

All warehouse charges are lumped in one bill. In a branch each item must be dealt with separately.

A branch house may be an excellent thing—when it is self-supporting. Until the time you can make yours self-supporting one of the warehouses associated with Distribution Service, Inc., can serve you better.

You'd like to talk over this with a well-informed man before you reach a decision. He will be glad to come at your next convenience.

## Distribution Service, Inc.

123 W. Madison Street  
Chicago

100 Broad Street  
New York



## Warehousing Is An *Essential* Part of Distribution

The following concerns have warehouses which are modern, fully equipped, capably managed. Each is at the strategic center of a rich, distinct distributive area. Used collectively they are the backbone of your national distribution system. In groups or singly, they form the best possible backing for a sales and advertising campaign.

### BIRMINGHAM

Harris Transfer & Warehouse Co.

### CHICAGO

Currier-Lee Warehouse Co.

### CLEVELAND

Ninth St. Terminal Warehouse Co.

### DENVER

The Weicker Transfer & Storage Co.

### EL PASO

International Warehouse Co.

### FORT WORTH

Binyon-O'Keefe Fireproof Storage Co.

### HOUSTON

Binyon-O'Keefe Fireproof Storage Co.

### KANSAS CITY

Central Storage Co.

### LOS ANGELES

Union Terminal Warehouse Co.

### LOUISVILLE

Louisville Public Warehouse Co.

### NEW YORK

Bush Terminal Co.

### OMAHA

Gordon Fireproof Warehouse & Van Co.

### PHILADELPHIA

Terminal Warehouse & Transfer Co.

### PORTLAND

Oregon Transfer Co.

### SAN FRANCISCO

San Francisco Warehouse Co.

### ST. LOUIS

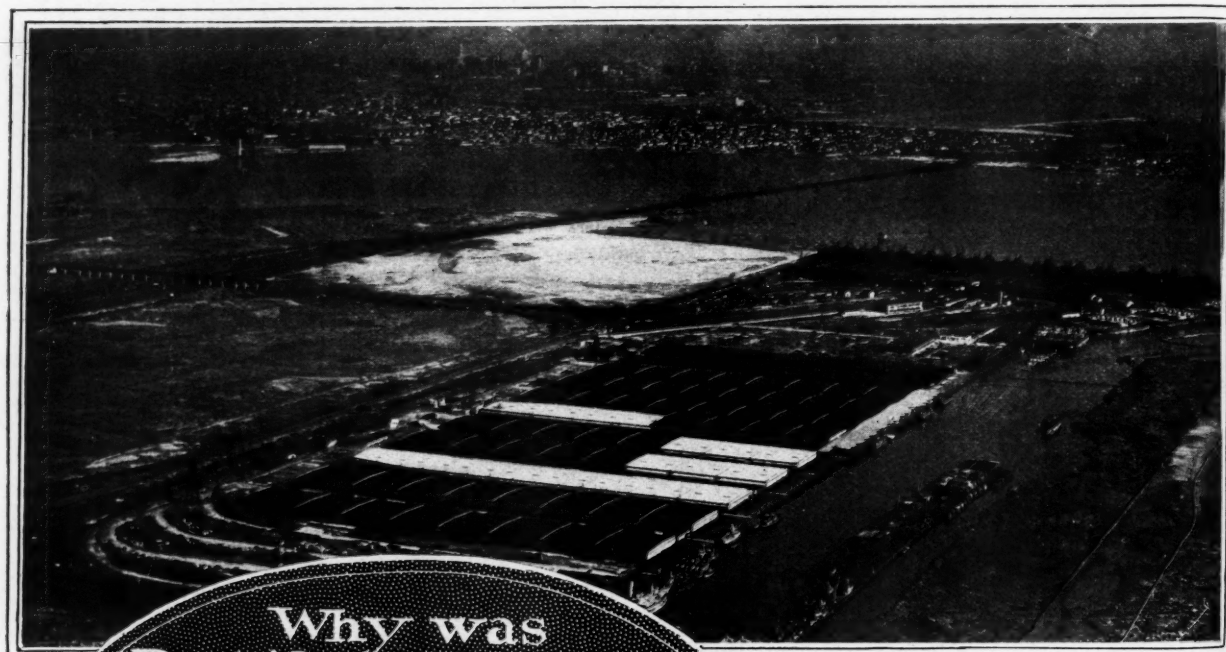
S. N. Long Warehouse

### ST. PAUL—MINNEAPOLIS

Central Warehouse Co.



# Port Newark



*Aerial View of U. S. Army Supply Base,  
Port Newark, N. J.*

Why was  
Port Newark chosen  
as the site for an  
Army Supply  
Base for the  
A·E·F  
?

For the same  
reason that will sell it  
to-day to some Great In-  
dustry -  
Exceptional Shipping  
Facilities



Illustrated  
Booklet of Property  
Sent on request—Write!

## WAR DEPA

# Base for Sale

## Huge Ocean-Rail Warehousing Development to be offered by Sealed Bids, March 1st

WHEN the cry "Men—more men!" was coming to America from the battlefields in France—

When every resource of the nation was being strained to hurry forward men and munitions in answer to that call—

When industry, under the whiplash of war, was rushing munitions to the Atlantic seaboard in daily trainloads—

Suddenly there developed a sinister shortage of ocean terminals.

Where to handle this avalanche of war materials—where to load them into ships for delivery in France—was the problem confronting the Government.

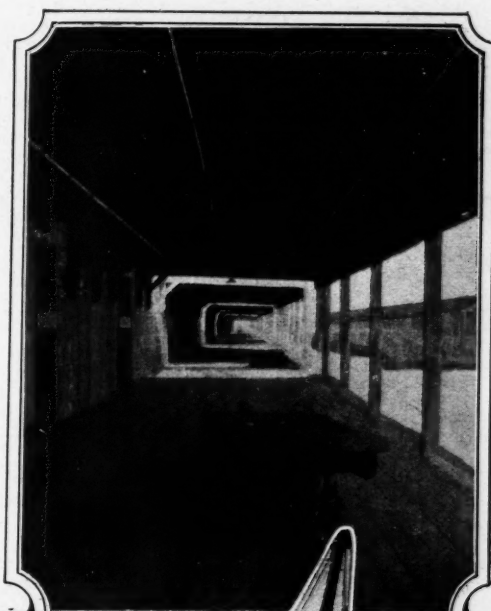
Port Newark was one of the answers to that riddle.

That was but five short years ago, and the same Port Newark base that met the Government's emergency is awaiting your purchase—awaiting the word that will set it to meeting *your* problem.

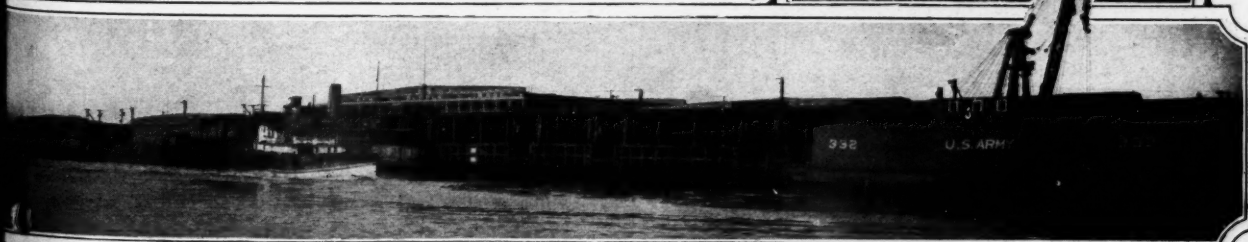
All of its outstanding features, such as SITUATION, FACILITIES, IMPROVEMENTS and EQUIPMENT are enumerated in a profusely illustrated Booklet, which also

specifies the Terms of Sale and gives detailed information. Booklet sent free on request.

A general resume of this information appears on the next two pages.

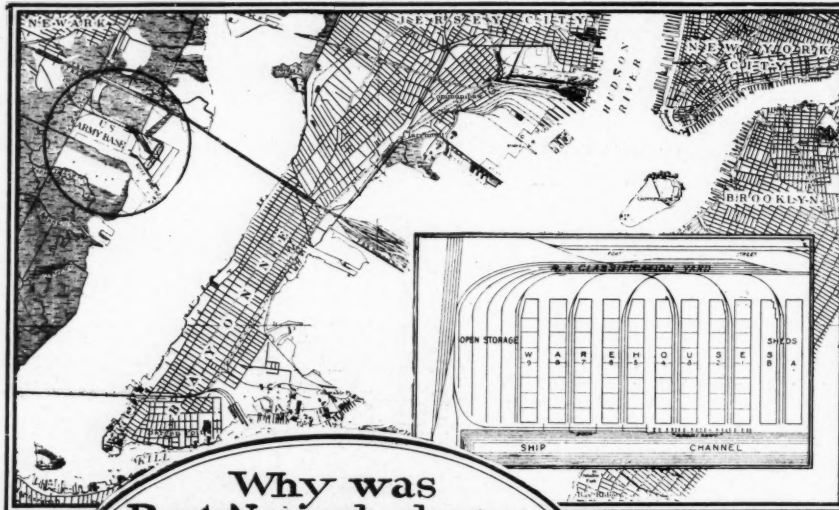


Lower View—Channel and Docks. Right  
—Typical Loading Platform at  
Warehouse.



# DEPARTMENT

# Port Newark



Why was  
Port Newark chosen  
as the site for an  
Army Supply  
Base for the  
A·E·F  
?

For the same  
reason that will sell it  
to-day to some Great In-  
dustry -  
Exceptional Shipping  
Facilities

**Railroad  
Yard Layout**

The railroad yard layout shown in insert above includes spurs between warehouses, and two classification yards with capacities of one hundred and fifty-four and one hundred and thirty-three cars each. These yards are fed by two leads and a ladder track. Between warehouses it is possible to place two hundred and forty-one cars. Open storage tracks have a capacity of one hundred

and twelve cars, and the dock ninety-two cars. The total mileage of track is fourteen and seven-tenths miles, and the total capacity is seven hundred and thirty-two cars. A 50,000-gallon tank supplies water for locomotives, and there is a two-stall "Round House," with coal pockets and ash pits at the west end of the classification yards.

Wareh



*The Government reserves  
the right to reject any or  
all bids.*

WAR

DEPA



# Base for Sale

## Warehouses—one big consideration

Facing the dock with which they are connected, are nine warehouses and two covered sheds, each 161 feet wide and 1,161 feet long.

All warehouses are constructed of hollow-tile, with tar and gravel roofs, and all are one story high, with the exception of Warehouse 4, which was constructed for one-half its length with a second floor to be used for administration purposes. This structure is equipped with vaults, hot and cold water, lavatories, etc., and also with a heating system for both upper and lower floors. No other warehouses are heated.

Each warehouse is divided into eight equal sections by seven hollow-tile fire walls; and each section is properly equipped with an approved fire extinguisher system, fire alarm system, electric light and power transmission systems. The floor capacity of the warehouses is eight hundred pounds per square foot, live load. This will permit the storage of miscellaneous commodities to a height of approximately sixteen feet.

Along the entire length of each warehouse, on either side, are eighteen-foot receiving and loading platforms. These give onto three railroad tracks, on one side, and onto a seventy-foot paved roadway on the other side of each warehouse.

Adjacent to Warehouse 4, at the land end, is a brick Boiler Room and Pumping Station which supplies heat to the administration building, the Yard Office and the Fire Station, and feeds the water and sprinkler systems throughout the Base. An auxiliary lighting system also is installed in the Pumping Station.

Water is piped to the warehouses and to other convenient points in the Base from two 75,000-gallon tanks and a Suction Reservoir of one hundred thousand gallons capacity. These tanks are fed from mains of the City of Newark. In case of failure of the City line, water for fire fighting purposes may be pumped from the channel by means of a twenty-four inch suction line.

### Instructions to Bidders

Make a personal inspection of the property before submitting bids. Failure to inspect will not be considered ground for any claim for adjustment or for withdrawal of your bid.

Obtain illustrated booklet and at least three proposal blanks from the Quartermaster Supply Officer, 1st Ave. and 59th St., Brooklyn, N. Y., or from the Quartermaster on the premises at Newark, N. J.

Prepare your bid in triplicate, and bid only for the entire plant.

Draw check, payable to the "Treasurer of the United States," for two per cent (2%) of the total amount bid. Have check certified. Liberty Bonds will be accepted in lieu of this check.

Mail this check, or Liberty Bonds, together with triplicate bid, in a sealed postpaid envelope addressed as follows:

"Sealed Proposals, Open March 1, 1923." To: The Quartermaster General, United States Army, Room 2024, Munitions Building, Washington, D. C.

# DEPARTMENT

# SHARON

## PRESSED STEEL

"BRUTE" Trailers

"BLUENOSE" Hand Trucks

"BEARCAT" Dollies

Pressed Steel Parts for Railways, Mills,  
Mines, Factories

**SHARON PRESSED STEEL CO.**

Main Office and Works  
SHARON, PA.

## Warehousemen!

Prepare for Spring Rains

The

**"OVLIM-BRAND"**

Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

**Milvo Awning & Tent Works**  
ROME, N. Y.

## FURNITURE

# PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

**FULTON BAG & COTTON MILLS, Inc.**  
330 WYTHE AVE. BROOKLYN, N. Y.

Atlanta Dallas St. Louis New Orleans Minneapolis

## VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

Variety Fire Door Company  
2958 Carroll Ave., Chicago, Ill.

## About Distribution and Warehousing

"We read pretty nearly everything that is published in DISTRIBUTION & WAREHOUSING each month and never fail to get really useful information out of it."—*W. N. Wilson, Treas., Security Storage & Safe Deposit Co., Norfolk, Va.*

"There is no question but what the work which your magazine is doing in the particular field of distributing and warehousing will only result in good for the warehousing industry."—*George S. Lovejoy, Manager, Quincy Market Cold Stor. & Whse. Co., Boston, Mass.*

"I certainly think you are putting out a most creditable trade journal. In fact, all of the matter contained is of great interest to everyone connected with the warehouse industry." — *L. T. Crutcher, Vice-Pres., The General Storage Co., Cleveland O.*

## THE TOWING MOTOR OF INDUSTRY



At the Cutler Hammer Mfg. Co.

## A Story of Reduced Payrolls

From every part of the country we receive letters from Towmotor users telling us how it is saving them money.

*It can't help doing it*

This sturdy, compact and powerful gasoline motor pulls, pushes and shunts all forms of vehicles—with speed and economy. Analysis of your inter-transportation system will show you ways to make the Towmotor a big efficiency factor in your organization.

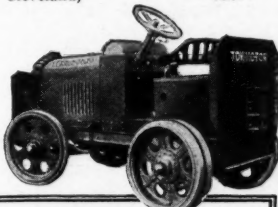
The Towmotor's complete story—testimonial letters and other evidence and in-

formation—is a history of reduced payrolls everywhere.

The superiority of the Towmotor has been proved in service.

Get the story—it's yours for the asking.

THE TOWMOTOR CO.  
1226 E. 152nd St.  
Cleveland, Ohio



**The Towmotor has Made Good**  
(Universal Tractor)

You Can Renew  
Scraped or  
Rubbed Spots

With this improved system of resurfacing, you can turn furniture blemishes into easy money.

Scraped, rubbed or worn-through spots can be renewed in a few minutes—*without laps*—by the use of Campbell's Ethereal Varnish. Any finish can be duplicated *exactly*.

Campbell's Ethereal Varnish does not spread the old finish but builds up a new, durable, beautiful surface equal to the original. Can be hand polished or rubbed dull. Far superior to shellac or French varnish for French polishing. Write for details and prices.

**This Money Making Book**

**FREE** By following the instructions in this book, you can remove any kind of blemish from any kind of finish. It will increase your profits. Sent post-paid, without cost or obligation. Write for it now—a card will do.

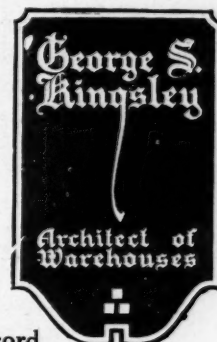
**The M. L. CAMPBELL CO.**

24th and Penn

Kansas City, Mo.

A  
Credit  
to the Community

A well designed warehouse, in harmony with its surroundings, invites patronage by its value to the community. An energetic salesman by reason of its "personality," it reflects stability and security to the merchandise and commodities stored in it.



## A Wonderful Record

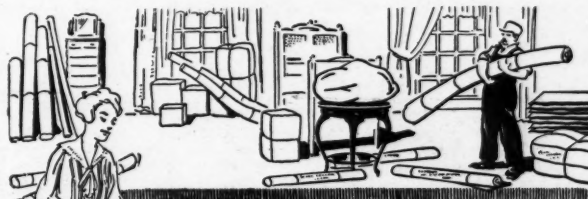
As engineer, warehouseman and architect, George S. Kingsley has satisfied his clients for twenty-nine years—a record all the more remarkable because of heavy demands for new units by old clients during the past three years.



## ASK US

If you contemplate new units, or changes to existing buildings, and want assurance of "plus" service from idea to completion, consult with us. It will be worth your time.

CHICAGO,  
109 N. Dearborn St.  
NEW YORK,  
2255 Broadway  
(at 81st Street)

Use White Tar Paper and  
White Tar Naphthalene

In protecting the wares stored with you.

WE MANUFACTURE

**WHITE  
TAR**

Paper (Pine, Tar and Cedar)  
Moth Bags (varied sizes)  
Moth Balls, Crystals, Powder and Blocks  
Naphthalene Flakes, Lavender and Cedar Compound

WHITE TAR MOTH SPRAY

**The White Tar Company**

56 VESEY ST., NEW YORK CITY





## Excelsior Wrapper Co.

MANUFACTURERS OF  
**EXCELSIOR PACKING PADS  
BALED EXCELSIOR  
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.  
FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.  
Metropolitan District Served by  
Boston Excelsior Co., 560 W. 29th St., New York City

**T**HE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

**The King Shipping Case Corporation**  
276 West Water Street      Syracuse, N. Y.

## King Shipping Case

## Re-Mu 4 Hour Varnish

A special varnish for quick work—dries free from dust in 15 minutes. Can be rubbed in 4 hours—can be used over old varnish with good results. Also can be sprayed. Not an imitation or substitute shellac but made of good clean gum, very light in color. Dries with high gloss free from brush marks.

This varnish can also be used in place of French Varnish for frenching and is excellent for use when dull finish is desired. Full directions with each package. Will ship can of this varnish to any rated warehouse on approval basis. Check size wanted. Mail your order.

5 gal. can \$18.75

½ gal. can \$2.75

1 gal. can \$4.00

**RE-NU PRODUCTS CO., Wilmette, Ill.**

# ENOZ

## KILLS MOTHS

It's your best insurance and protection.  
Liberal trial offer.

**ENOZ CHEMICAL CO.**  
705-7 No. Wells St., Chicago. 429 6th Ave., New York



Model J

**HERE YOU HAVE IT  
The 1922 Model  
Bradley Stencil Machine**

Graduated Table, Handle Adjustable to Two Positions, Rapid Stroke and Other New Features. Model J, cuts ¼" Letters. Model K cuts ½" Letters.

Our GIANT MACHINES Cut 1¼" and 1½" Letters for Export Shipments.

Mark Your Shipments Right.  
**BUY A BRADLEY**

Bradley Oil Board and Stencil Papers.  
Bradley's Two-In-One Stencil and Marking Ink.  
The Bradley Ball Stencil and Marking Pot.  
Write for Samples and Prices.

**A. J. BRADLEY MFG. CO.**

101 BEEKMAN ST.,

NEW YORK

**STANDARD SERVICE NOW INCLUDES  
Pneumatic Tube Systems  
Wire Line Carriers**

**PACKAGE BELT CONVEYORS, SPIRAL CHUTES  
GRAVITY ROLLER AND SLAT CONVEYORS**

—in fact complete conveying systems to handle merchandise, cash, orders and material.

# STANDARD

CONVEYOR COMPANY

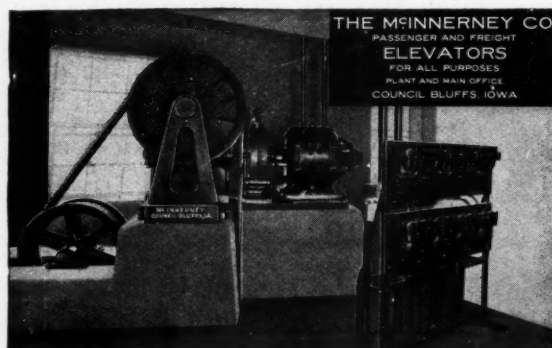
North Saint Paul, Minnesota



**SERVICE**  
STEEL

to your customers requires modern equipment. Ours keeps baggage clean, separate and easy to find. Shipped in units, set up with only a screw-driver. Add as need increases. Shelves regulate every three inches. Vermin-free, compact, handsome, profitable. Have one of our engineers estimate gratis.

**SERVICE STEEL PRODUCTS CO.** 140 N. Dearborn St., Chicago  
**SERVICE STEEL TRUNK RACKS**



**THE MCINERNEY CO.**  
PASSENGER AND FREIGHT  
**ELEVATORS**  
FOR ALL PURPOSES  
PLANT AND MAIN OFFICE  
COUNCIL BLUFFS, IOWA

# The Exchange

A Department of Trade  
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

ESTABLISHED Moving and Trucking Storage Warehouse desires to sell its moving and trucking business to a responsible party. Wonderful opportunity for the right man. Box 177, DISTRIBUTION & WAREHOUSING.

SOMEBODY WANTS WHAT YOU HAVE TO SELL. If you have something to sell and want to sell it quick at an advantageous price you will find these columns the open door to a large number of buyers who want what you have for sale.

## J. A. FOUILHOUX

Member  
Am. Soc. C. E. Am. Soc. H. & V. E.

### ARCHITECT & CONSULTING ENGINEER

Mill, Reinforced Concrete and Steel Buildings,  
Warehouses and Factories

7 WEST 42ND ST.

NEW YORK CITY

## MASON'S Whip Hoists

Wool, Cotton, Hay, Coffee, Hides, etc.  
Either by Outrigger or Through Hatchways.

### RECENT INSTALLATIONS:

Coal Teaming and Warehouse Co., Providence  
One No. 25 Whip Hoist  
Atlantic Mills, Providence, R. I.  
One No. 5—also Two No. 10 Whip Hoists  
Shawsheen Mills, Shawsheen, Mass.  
Two No. 15 Whip Hoists  
Clybourn Wool Co., 18 West Austin Ave., Chicago, Ill.  
One No. 10 Whip Hoist  
New York Dock Co., Brooklyn, N. Y.  
Thirteen No. 15 and One No. 25 Whip Hoist

### VOLNEY W. MASON & CO.

VOLNEY W. MASON, Owner  
1860 PROVIDENCE, R. I., U. S. A. 1923

—the motor driven chain hoist with a  
thousand uses around  
the warehouse

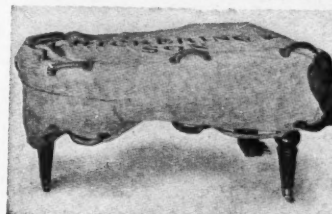


And a thousand more outside it.  
Wherever it's needed, hook it up, plug it in—and start work.  
It's portable.  
Where electric current is not available, MOTORBLOC can be quickly converted into an ordinary chain hoist.  
Saves money and men. Speeds up work. Get the details.

Motorbloc Corporation,  
Summerdale,  
Philadelphia, Pa.

If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With

## The Breen Grand Piano Cover

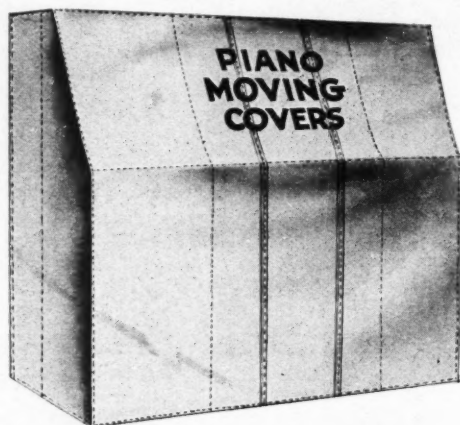


"The Only One  
of Its Quality  
on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

### WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.  
It Can't Scratch If It's Properly Covered



## Fleece Lined Piano Moving Covers \$10.50 Each

*We Also Manufacture*

Furniture Loading Pads  
Table Top Covers  
Victrola Moving Covers  
Van Liner Pads  
Fancy Striped Linen Finish  
Storage Dust Covers  
Waterproof Auto Truck  
and Wagon Covers  
Burlap—Twine—Rope

*Get the Best*

### WM. A. IDEN CO.

564 Washington Blvd., Chicago, Ill.

*Write Us for Prices*

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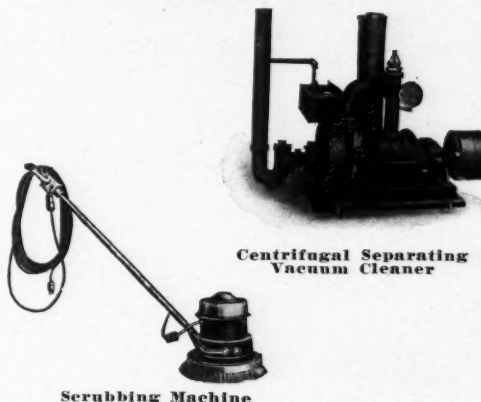
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## Why Not—

### A Rug Cleaning Department



Centrifugal Separating Vacuum Cleaner

Scrubbing Machine

You'll be surprised how well a rug cleaning department will fit in with your business.

It will be a profitable addition. The work is clean, safe and thorough. You can heartily recommend it to your customers.

## CONNERSVILLE



### RUG CLEANING EQUIPMENT

Connerville equipment is found in leading carpet cleaning establishments throughout the United States and England.

The Connerville Electric Scrubbing Machine and Centrifugal Separating Vacuum Cleaner are essential in the modern plant.

Send the coupon for complete information including prices.

**LANDERS, FRARY & CLARK**  
United Vacuum Appliance Div.  
Connerville, Indiana

MAIL COUPON TODAY

Landers, Frary & Clark, Dept. I

Connerville, Indiana

Please send me without any obligation complete information and prices on Connerville rug cleaning equipment.

Name .....

Address .....

# Movers' Equipment

**Piano Trucks, Hoists, Covers, Straps**

We make the largest and best line of Piano Trucks in the world.

**5 Styles End Trucks**

**2 Styles Still Trucks**

Write for circular and prices.

Manufactured only by

**Self Lifting Piano Truck Co.**

Findlay, O.



## "Protecto" Wagon Pads

The best wagon-pad "buy" on the market, quality and price considered.

Made of *Extra Heavy* drill denim, cotton filled. Note that the pad is stitched in *Square Blocks*, preventing the cotton from bunching.

No. 12 cut size of cloth 72 x 80.....	\$36.00 doz.
No. 14 cut size of cloth 54 x 72.....	28.50 doz.
No. 16 cut size of cloth 36 x 72.....	21.00 doz.
Phonograph Covers .....	5.50 each

Write or Wire Your Order Today

**CHICAGO QUILT MFG. CO.**

1357 Roosevelt Rd.

Chicago, Ill.

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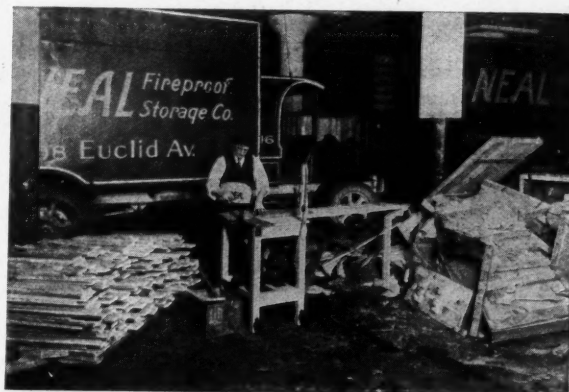
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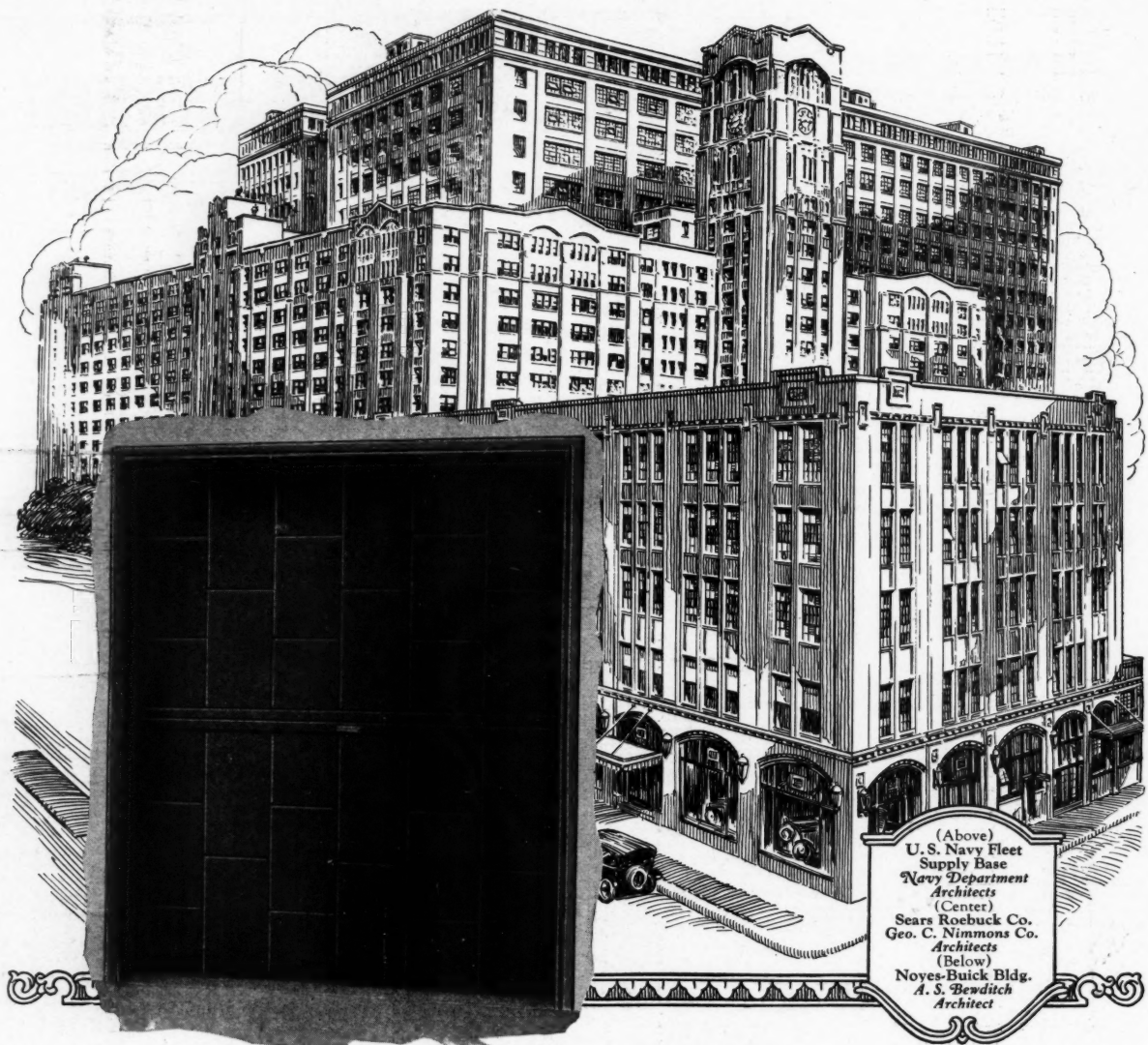
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No special wiring required. Ready to run when received. Cut shows material salvaged at lowest cost of labor.

Prepare for Spring Rush—Order Now

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(Above)  
U. S. Navy Fleet  
Supply Base  
Navy Department  
Architects  
(Center)  
Sears Roebuck Co.  
Geo. C. Nimmans Co.  
Architects  
(Below)  
Noyes-Buick Bldg.  
A. S. Benditch  
Architect

*Performance  
and endurance  
are known to  
their users -*

THE notable performance of Peelle Doors in the above buildings is typical of all Peelle installations. Peelle Freight Elevator Doors are efficient and enduring because proper designing and sturdy construction make them so.

The Peelle self-sealing, pass-type door meets the rigid requirements of the Underwriters' Laboratories. Like other Peelle Doors, the pass-type door is counterbalanced, truckable and operates vertically, permitting full clearance for speedy loading and unloading. Peelle Pass-type Doors lessen building insurance rates and save the tax which is levied on pass-type doors that are not Underwriter's labeled.

*Let us help you on your next door problem. A copy of "Elevator Door Efficiency" will be sent gratis upon request. It describes Peelle Doors for every purpose.*

*Partial List of  
Peelle Door Users*

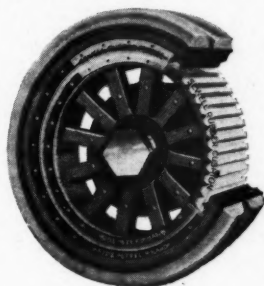
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**PEELLE** Freight Elevator **DOORS**  
*Counterbalanced-Truckable*



One of a number of Sewell equipped trucks operated by the Atlas Storage Warehouse Company of Philadelphia, Pa.



The Resiliency is built in the wheel

It is the Rubber Flange Construction of Sewell Wheels that **DOUBLES** the resiliency of the live rubber cushion through years of service.

It is this Rubber Flange Construction that gives Sewell Wheels the **REQUIRED DEGREE** of resiliency for **FULL** protection of truck and tires from road jars.

When ordering a new truck, investigate Sewell economy, and

**Specify  
Sewell  
Cushion  
Wheels**

## Sewell Wheels Sell Because They Save Money

Sewell Wheels can be bought and they are bought, on only one basis—and that basis is the pronounced saving in truck upkeep they make possible.

The many large investments in Sewell Wheels give some idea of how important Sewell saving is.

Single firms have put \$40,000, \$60,000, and even \$90,000 into Sewell Wheels.

The most significant feature of these heavy investments is not their size, but the circumstances under which they were made, and are being made every day.

In the first place, the firms in question all maintain expert traffic managers who keep careful records of truck costs.

These records conclusively prove the great economies which Sewell Cushion Wheels make possible.

Furthermore, these investments were made from time to time, as trucks were acquired.

It is impressive that these purchasers of Sewell Wheels re-ordered year after year, and are re-ordering today as new trucks are added.

The saving which Sewell Wheels make in the maintenance of a single truck is relatively just as important in a fleet.

We are ready to show, in dollars and cents, the saving which Sewell Wheels have made in your business field, under conditions similar to those under which your trucks are operating. Write.

### The Sewell Cushion Wheel Company

**Detroit**

*New York, Philadelphia, Pittsburgh, Chicago, San Francisco  
Representatives in Leading Industrial Centers*

# Sewell Cushion Wheels

# General Motors Trucks



Two ton GMC truck used for long distance trucking by J. Troxler of Albany, N. Y.

## Finds GMC Truck Provides Right Performance for Long Hauls

While J. Troxler of Albany, N. Y., handles both local and long distance moving, he maintains his two ton GMC, equipped with the famous GMC two-range transmission, for long hauls only. He does this because of the road speed and pulling power that is combined in this truck through this revolutionary transmission.

As the photograph shows, Mr. Troxler has provided a body of special design for overland moving. The big box in the front of the top is used to store bric-a-brac and other small articles and it also is provided with a mattress so that the driver can use it for sleeping quarters on long trips.

Mr. Troxler finds the GMC carries

this big body and full load easily and that it can negotiate all the roads because of its wonderful power range.

### Real Truck Standardization

Standardizing upon GMC trucks for a fleet has all of the advantages that come through the use of one make of motor trucks plus one that is not usually found in a line of vehicles of this kind.

Except for a change in the size of the various units, there is scarcely any difference in the construction of the various sized chassis. Unlike so many trucks where heavier models have a different engine, different axle and other parts of different design, the GMC line has been standardized throughout.



For instance, the engine in the one ton GMC is no different in principle of construction or in actual design than that of the five ton GMC, except that the big, heavy duty engine is much larger and its parts are bigger and stronger.

### Surplus Strength Built In

The ignition systems are the same. The electric lighting and starting provisions are exactly alike, the clutch is of exactly the same and so are many other parts.

In all models more than ample reserve strength is built into every part. GMC trucks, compared with others of similar size, offer a wealth of surplus size in various wearing units that insures long life and freedom from trouble. Yet this surplus brings no sacrifice of economy.

Due to the refinement of the GMC design and the exclusive features of construction, the largest GMC models, with more power than has heretofore been produced at the driving wheels of other trucks, are most economical to operate while in the one and two ton chassis new and lower points of economy have been developed.

No other line of motor trucks offers the same standardization and the same economy as GMC.

GMC chassis list at the factory as follows: one ton, \$1295; two ton, \$2375; three and one-half ton, \$3600; five ton, \$3950; tax to be added.

## GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICHIGAN

Dealers and Service in Most Communities